Negotiating Salary

MATRIX REPROGRAMMED | PRACTICAL WEALTH MANUAL

EXECUTIVE SUMMARY

Negotiating Salary is modelled as: A documented case for higher compensation.
Typical starting capital band: 0-500. Expected time to first income or result: 7-60 days.
Risk: Low. Complexity: Moderate. These are broad planning bands, not probabilities or guarantees.

WHO THIS IS FOR

Best suited to someone able to serve or access: Current or prospective employers.
Core capabilities: Documented achievements; Market salary research; Interview and negotiation practice.
Avoid or delay this route when essential bills, legal requirements, debt service, safety, liquidity or family commitments cannot be protected.

HOW MONEY IS GENERATED

A documented case for higher compensation
The paying counterparty or economic source is: Current or prospective employers.
Profit or retained value exists only after variable costs, fixed costs, tax, financing, returns, failures and owner labour are counted.

STARTING REQUIREMENTS

Capital: 0-500.
Skills: Documented achievements; Market salary research; Interview and negotiation practice.
Tools: Achievement inventory; Salary benchmark sheet; Negotiation script; 90-day skill plan.
Verify registrations, licences, insurance, consumer rules, data protection, tax and sector-specific restrictions before trading or investing.

ILLUSTRATIVE UNIT ECONOMICS

No sales price is assumed for this financial method.
Variable unit cost is not modelled.
Fixed monthly cost is assumed to be minimal or account-specific.
This method is evaluated as an account, asset or single acquisition rather than repeated monthly sales.
Returns, rates and asset prices are intentionally not forecast.
Break-even must be calculated from the actual product, account or transaction.

Negotiating Salary

All figures are assumptions for planning. Replace them with verified local quotes and conservative scenarios.

FIRST 24 HOURS

List ten measurable achievements from the last two years.
Choose one target role or responsibility increase.
Collect three current salary or contract benchmarks.

FIRST SEVEN DAYS

Rewrite the CV or internal case around measurable outcomes.
Contact five relevant employers, recruiters or decision-makers.
Practise a specific compensation request and fallback position.

FIRST 30 DAYS

Complete at least ten serious conversations or applications.
Close one skill gap with a visible work sample.
Negotiate role scope, pay, flexibility and review date together.

FIRST 90 DAYS

Secure a better role, expanded scope or a documented progression plan.
Continue building evidence that raises future bargaining power.

FIRST YEAR ROADMAP

Quarter 1: prove demand, suitability or operational feasibility with the smallest responsible test.
Quarter 2: improve unit economics, documentation, compliance and repeatability.
Quarter 3: reduce concentration, strengthen reserves and build a second acquisition or distribution route.
Quarter 4: complete a full profit, cash-flow, tax, risk and continuation review before scaling.

CUSTOMER OR CAPITAL ACQUISITION

Target employers, internal decision-makers, recruiters and professional networks. Track applications, conversations, interviews and offers.
Record outreach volume, response, conversion, acquisition cost, retention and cash collection. For investments, record contribution, fees, allocation and reason for

ownership instead.

TOOLS AND TEMPLATES

Achievement inventory
Salary benchmark sheet
Negotiation script
90-day skill plan
Budget and cash-flow tracker
Pricing or suitability calculator
Break-even or loss-capacity calculation
Weekly scorecard
Risk register
90-day action plan

FAILURE ANALYSIS

Risk: Asking without evidence of value. Mitigation: verify it in writing before committing more money.
Risk: Using one salary website as certainty. Mitigation: verify it in writing before committing more money.
Risk: Ignoring total compensation and conditions. Mitigation: verify it in writing before committing more money.
Risk: Failing to develop a scarce skill. Mitigation: verify it in writing before committing more money.

DECISION TEST

START NOW only when the smallest safe test is affordable and lawful.
LEARN FIRST when the model is understood but the required skill, evidence or compliance is missing.
TEST CHEAPLY when demand or suitability is uncertain.
AVOID when loss could threaten housing, health, tax compliance or essential obligations.
SEEK PROFESSIONAL ADVICE for contracts, tax, regulated investments, property, borrowing, employment law or complex entities.

PRIMARY RESEARCH ROUTES

OECD Employment: https://www.oecd.org/employment/
Eurostat labour data: https://ec.europa.eu/eurostat/

EVIDENCE AND LEGAL BOUNDARY

This material is educational and based on public information. It is not personalised financial, investment, legal or tax advice.

Costs, taxes, laws, returns and risks vary by location and personal circumstances.

Verify current rules and consult an appropriately qualified professional before committing significant money or signing contracts.

No guaranteed returns, fake case studies, hidden ownership, tax evasion, borrowed-money speculation or unsupported income claims are permitted.