

## GOOD RESPONSE TO THE SALARY QUESTION

***Often you may be asked "What is your salary requirement?"  
The following is one good way to respond to this question:***

After further consideration of your question regarding my salary requirements, I would like to provide a more thoughtful response. It has been my experience that organizations, such as ....., have established salary ranges for various position at various levels.

As I indicated in my letter of application, I would like to bring to this job a goal of becoming a long-term company resource as I advance my career. Thus, identifying a job like this means more to me than just satisfying a financial need.

My resume' demonstrates that my academic and professional experience is filled with analytical discovery and success. I wish to continue this fulfillment in the energy industries by building on my prior successes. My primary interests are to work in an organization with highly qualified professionals where I can effectively contribute to the end products, and provide timely and accurate customer service I have enjoyed doing this in both the public and private sectors, both professionally and non-professionally. The Account Analyst position is a means to continue satisfying these interests.

I am very confident that the salary range you have in mind for this position would be satisfactory to meet my immediate goals and allow me to pursue my long-term objectives.

As noted, I am available for an interview with only a few days' notice. You may call me at ..... to make arrangements.

I am still very interested in this opportunity. Thank you for your interest in my credentials.