

The Brad Pitt model

FOR NEGOTIATING YOUR WAGES

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4. THE 'DREAM' NUMBER

If somebody offers you this wage for the job, you're not only happy right now, but you're also convinced that you'll be content in 10 years



3. THE 'CONTENT' NUMBER

This is a number that makes you feel comfortable about your job. You might want more down the line, but for now it's enough.



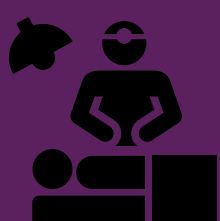
2. THE 'SURVIVAL' NUMBER

This is the minimum amount of money you need to survive with a decent lifestyle. You're not happy with it, but could do it if needed.



1. THE 'BRAD PITT' NUMBER

This is what you'll accept if the dream opportunity comes along. It can even be negative - you'd be willing to pay to do this.



0. THE 'NAZI' NUMBER

This is your price for doing something you're not morally ok with AT ALL. Most of us believe we don't have a Nazi number, but a billion might change that.