

HOW MUCH LEVERAGE HAVE YOU GOT?

If you want to know how much leverage you'll have when negotiating your salary and other terms, answer the 20 questions below. Give yourself one point for each "yes" answer (0 points for each "no"). When you're finished, add up your total points and consult the rankings below.

	Yes	No
1. Do you have an experienced health care attorney?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
2. Do you have a solid alternative if you don't get this position?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
3. Do you really know your bottom line, especially in light of your financial obligations (loans, etc.)?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
4. Do you have an experienced, unbiased advocate to share ideas and strategize?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
5. Do you know how many other candidates are vying for the position?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
6. Excluding recruiters, do you know anyone connected to the position who can put in a good word for you?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
7. Do you really have the qualifications and/or experience required for the position?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
8. Are you willing to negotiate creative substitutes for what you want?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
9. Do you have patients who will follow you even if you've signed a non-compete agreement?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
10. Are you willing to really put in the time and effort to get the position?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
11. Is there a documented need for your specialty and expertise?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
12. Have you successfully negotiated compensation before?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
13. Are you willing to stick to your goals and always keep coming back to them?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
14. Do you know what the practice you're interviewing with needs? Their problems? Their interests?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
15. Do you know what others in the area have been offered for a similar position?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
16. Do you know how much revenue a typical family physician generates in a given year?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
17. Do you really know yourself, what you want and what kind of leader or team player you are?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
18. Do you possess a skill or specialty no one in the practice or area has?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
19. Do you know when the position needs to be filled?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
20. Do you know industry salary standards for your specialty?	<input type="checkbox"/> 1	<input type="checkbox"/> 0
Total points		

RANKING

Excellent	17-20 points
Good	13-16 points
Fair	9-12 points
Poor	5-8 points
Dismal	4 points or less