

## Physician Job Search Tips: How To Get A Higher Salary

Whenever a physician is looking for a job, one of the biggest concerns is usually “how can I get the highest salary?”

In addition to finding a position in the right location, with the right schedule, work environment and growth potential, it is important for a doctor to earn as much money as possible. More specifically, it is important for a physician to have the highest *starting* salary as possible when accepting a job offer. Where a doctor’s income starts is a good indicator of how far their salary will grow in the years to come.

While negotiating a salary package is often the most intimidating part of the physician job search, it is actually the easiest!

The best way to receive more money from an employer is to ask for it.

It’s really as simple as that.

Once a doctor has undergone the interview process and a physician group or hospital has offered a job, the doctor knows that this employer is interested in them! The group **WANTS** to hire the doctor! The physician now has more control over their new job.

When a prospective employer makes an offer, they will suggest a starting salary.

The very next thing a physician should do is ask for more money. Always.

When asking for more money, the doctor should remain respectful and professional – and counter offering a job offer with a higher salary request is **NOT** disrespectful or unprofessional. Employers expect to negotiate the details of an offer.

When a doctor is negotiating a new job offer and asks for a higher salary, what are the possible scenarios?

1. The employer says no. So what? The employer may counter and tell the doctor that the original job offer is the highest salary that can be offered. The doctor is no worse off than they were before asking! (And if for some strange reason an employer *would* say no

AND rescind the initial offer, that is a red flag that this is a group the doctor should not be working with in the first place.)

2. The employer says yes!

3. The employer counteroffers and the final offer is somewhere in the middle – and the doctor ultimately is earning a higher salary than they would have if they had “settled” for the original offer. This is the most likely outcome, and creates a win-win situation for both the physician and the physician employer.

Remember, it is not unprofessional to ask for more money. And it is the easiest way to give yourself an instant raise!

**This blog post was found at <http://www.thedoctorjob.com>.**