

Utilizing Labor Market Information and Negotiation Tips



Matthew came into the Workforce Central Career Center for his Career Center Seminar and initial Reemployment Services and Eligibility Assessment (RESEA) review in November of last year. He received his packet, which included information on researching Labor Market Information (LMI) shortly after his meeting with RESEA staff at Workforce Central. Matthew received a job offer of \$22 per hour, but he felt he deserved more and was not satisfied with the offer. He came back in November for his RESEA review and discussed with his counselor the prevailing rate of pay he found for that position by using LMI. He was provided with negotiating tips on how to use the LMI and his work experience and education to negotiate a better pay rate. Using this information Matthew was able to negotiate a \$28 per hour starting wage, and he was quite happy with the experience of working with the Career Center to learn about LMI and how to use it to his advantage.

If you're interested in learning more about the services available at Workforce Central, please contact your local Career Center.

Workforce Central Career Center- Milford
Tel: 508.478.4300

Workforce Central Career Center-
Southbridge
Tel: 508.765.6430

Workforce Central Career Center-
Worcester
Tel: 508.799.1600