

DEALING WITH COUNTEROFFERS

10 reasons for NOT accepting a Counteroffer:

1. You should not have to threaten to resign to get what you are worth!
2. All companies have strict wage guidelines. Is your added pay coming out of your next raise?
3. Expect your company to start looking for a new person at a cheaper rate.
4. Now your employer knows you are unhappy and your loyalty will always be in question.
5. Will your employer consider your loyalty when promotion time comes around?
6. You'll be the first to go when times get rough.
7. Your reasons for considering a change will repeat themselves – even if you accept a counteroffer. The structure of the company is not going to change for you, no matter what they promise.
8. Even if you accept a counteroffer, statistics show that you will probably leave within six months or be let go within a year (see below).
9. A counteroffer is an insult to your intelligence and a blow to your pride – knowing you were bought.
10. Your relationship with co-workers will change. You will lose peer group acceptance.

Some interesting statistics

If a candidate accepts a counter offer from his current employer,
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In 6 months 80% are no longer with that company

In 12 months 96% are no longer there

In 14 months 99% are no longer there