

## **Negotiate! Negotiate! Negotiate!**

### **Question:**

This will be my first travel assignment. I have a chance to take an assignment 10 hrs away from home and I was going to take my 19 yr. old son with me. I also have a chance to take an assignment 3 hrs away from home. However, I will be staying in a motel and cannot take my son. The pay is close on both of them, except one pays weekly and the other biweekly. How do I choose?

### **Response:**

Good Question. What do you do? As a traveler, you will be faced with many decisions like this one. The question exemplifies one of my favorite points regarding traveling. It helps to prioritize.

The variables I see in your current situation are as follows: proximity to home, frequency of pay, and whether or not your son can come with you. Now take a good long look at the three variables and rank them in order of importance. Then, make your decisions based on what is most important to you at this time. Perhaps you cannot afford to be paid biweekly.

However, also realize that the 2 assignments are not your only options. Remember the power of negotiation. If I were you, I would talk to the company that is providing hotel accommodations and tell them you will commit to them if they can provide adequate housing for you and your son. Meanwhile, continue searching. If you are willing to work 10 hours or more away from home, you can find plenty of opportunities. Many companies provide weekly pay and private housing.

When following your path, remember who is driving. Thanks to dead ends, sometimes we are forced to take new roads. The new roads are there if we look for them.