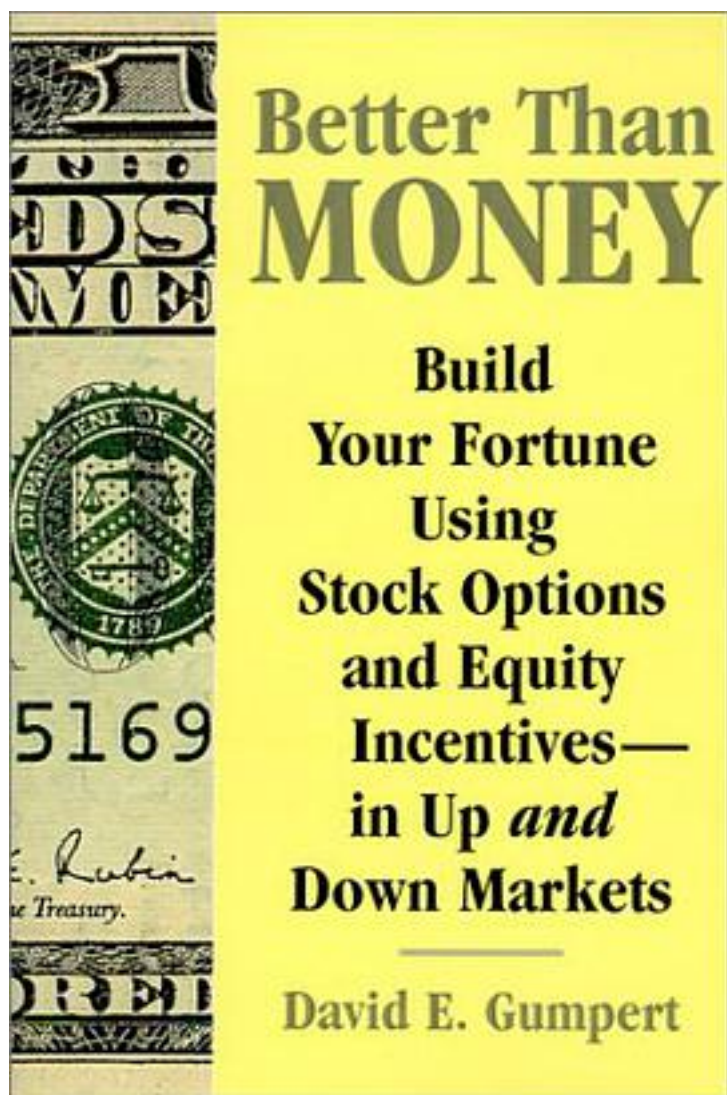


Better Than Money



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Thanks to stock options, an individual's decision to take one job over another can mean the difference between hundreds of thousands, or even millions of dollars in just a few years. Better Than Money cuts through the technical lingo to put employees in the driver's seat to spot winning situations and negotiate the best stock option package. Readers learn the four best times in a company's life to obtain stock options, how to counter the five "tricks" employers use to reduce option grants, the ten most important questions to ask before accepting any option package, and seven steps to negotiate the best option deal. Also included is a sample stock option offer letter, a glossary of terms, and a list of Web sites to help in evaluating a job offer that includes stock options.

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