



Your personalized offer brief

Should you take it?

Prepared for your Florida · 10-week contract starting December 1, 2026

Right around average

\$1,900/week package

Your \$1,900/week package versus the Florida 12-month average of \$1,925/week.

Deciding numbers

Take-home / week	Contract take-home	True hourly
\$1,804	\$18,044	\$50/hr

\$25/week below the Florida average of \$1,925/week · **\$250 below** over 10 weeks.

Don't know your bill rate?

The bill rate is the number every dollar anchors to. Agencies often treat it as confidential. That's normal.

Derived insights

- Your \$800/week housing and \$400/week meals lines are within the applicable GSA limits for 33101, and your qualifying tax home keeps them tax-free.
- Your \$1,200/week in tax-free stipends is worth about \$1,493/week in taxable wages.
- Every extra \$100/week you negotiate puts about \$80 in your pocket.
- One cancelled shift could cost you roughly \$601, assuming 12-hour shifts.
- There's \$1,152/week of tax-advantaged room under the federal cap your recruiter could shift pay into.

Your ranked asks

1 Get the bill rate before you negotiate dollars.

2 Keep the stipend structure; negotiate protections.

Package anatomy · reference

Pay line	Basis	Amount
Taxable base	Weekly amount	\$700/wk
Housing stipend	Weekly line	\$800/wk
M&IE stipend	Weekly line	\$400/wk
Total	Weekly cash before deductions	\$1,900/wk

Deductions · weekly estimate

Federal	2026 single filer	\$42
Social Security	6.2% to wage cap	\$43
Medicare	1.45% of wages	\$10
State	Florida estimate	\$0
Total deductions	Per week	\$96

Stipends modeled untaxed, subject to tax-home and locality rules.

Next: your negotiation battle plan →

Private call prep

Your negotiation battle plan

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Your number

Your first move isn't dollars, it's information: get the bill rate. Once you have it, multiply it by your weekly hours and by 0.72. That's your weekly target, and every dollar you negotiate anchors to it.

Know your walk-away before the call. The state average for this role and state is \$1,925/week.

Say it out loud

"What's the bill rate on this contract?"

"Let's keep the stipend structure and lock in the contract protections."

"If the bill rate can't move, what else can?"

Your game plan

1 Get the bill rate first

Call after the offer lands, not before. If they share the rate: multiply it by your weekly hours, then by 0.72. That number is your weekly target for the rest of the call. Experienced travelers aim for 70–75% of the bill rate as their package. If they refuse: that is normal, do not push it. Shop the same job with two other recruiters and compare packages. The gap between packages reveals the rate. Meanwhile, negotiate what you can see: stipends, bonus, guaranteed hours.

2 Keep the current stipend structure, which is within the applicable federal cap, and focus your negotiation on guaranteed hours, cancellations, and overtime language.

Tell the recruiter the stipend structure stays as quoted. Spend your leverage on three contract lines: guaranteed weekly hours, the facility's cancellation limit, and the overtime rate. Get all three in writing before you accept.

When to use your leverage

Your leverage is highest after the facility makes an offer and before you accept. Once you're submitted, you lose most of your power. Don't negotiate before you've seen the pay package.

Confirmation checklist

- ✓ **Guaranteed hours** in writing
- ✓ **Cancellation clause** both ways
- ✓ **Stipend tax treatment**
- ✓ **Every verbal promise** in the contract

Confirmation template

Send this only after you agree verbally.

Here's what we agreed. Please confirm in writing: \$1,900/week package, guaranteed hours: 36/week, bonus terms: no bonus in this offer, cancellation terms: [fill in], start/end dates: Dec 1, 2026–Feb 8, 2027.

2026 federal/FICA · Sep. 2026 pay benchmarks · FY2027 per diem **This is an estimate, not tax advice.**

Sample brief

SAMPLE