

How To Get A Raise

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How do you get a raise from your boss? Start with these strategies.
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I have to start by saying that the first and best thing you can do to get a raise from your employer is to make sure you deserve one. Of course, this should go without saying. However, many employees think that simply being at their job a while is enough reason for more pay.

{bot_wrgoogle}Most employers will disagree. Unless you are simply arguing for a cost-of-living increase, you really should provide more value to your employer if you expect more money. If you're not doing a great job now then, start tomorrow, and do better for a while before you try to get a raise.

Okay, so you deserve a raise. But don't expect your boss to notice this or think of it on his own. Most likely, you will have to sell him or her on the idea, so you should be fully prepared to do that. Find out what others in your position make. See if you can discover how much of a raise some of them have received in the past. In the United States, you can use the U.S. Labor Department's Bureau Of Labor Statistics website at <http://www.bls.gov/bls/blswage.htm> to see what the average pay of various jobs is.

Ask for a realistic raise, based not just on national norms, but on what people in your particular company make. Always aim a little high. This lets the boss negotiate your raise down to what you really hope to get. Consider everything you want before you ask for a raise too. For example, are you also seeking benefits or a better position?

Okay, so you have decided how much you will be asking for. Now make a list of the things you have accomplished. Be ready to show how these are linked to some measurable increase in profits if possible. At least make a reasonable argument for how they should add to the company revenue. Try to be specific, and don't lie about anything. You want to show that you are clearly valuable to the company - and that you know you are.

The timing of your request for a raise matters. Don't ask for a raise when the boss is in a bad mood, for example. If you've got easy access to the supervisor who'll make the decision, wait for a noticeable good mood, then ask to speak with her, or him. On the other hand, if you have to make an appointment, schedule a time when the boss won't be too distracted, like late afternoon, when lunch is past and his work is caught up.

You should always know what your options are and what you are willing to do according to the response. In my working days, for example, I got what I wanted several times by threatening to quit. But perhaps this only worked because I meant what I said. You might lose a job you want to keep if you bluff. What you will say? What you will do if the boss says no? What if he offers less than you ask for? Can you wait and bring it up again later? Can you look for other employment? How about mentioning this job search to the boss?

Consider these things carefully, and be prepared if you want to get a raise.

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