



CAREER BOUND SUCCESS, INC.

Requesting a pay raise can be a challenging, yet necessary, step to further your career and achieve your goals.

Apply the following steps to create a clear and structured path when asking for a pay increase.

6 Tips to Increase Your Salary



1. Know Your Company's Policies:

- Plan ahead and consider the following:
 - Does your company require annual performance appraisals that include salary reviews?
 - Do salaries increase according to a fixed schedule or job promotions?
 - Who makes the final decision?
- Review your employee handbook and contract, if applicable.

2. Conduct Research:

- Gather market data for your industry.
- Use sites such as Salary.com, Payscale.com, Glassdoor.com, and LinkedIn to determine average salary ranges for your position.

3. Assess Your Value:

- Evaluate your past contributions to the organization in terms of business operations, reducing costs, and increasing profits.
- Consider how your education, skills, and experience benefit the company.
- Determine what distinguishes you from other employees.

4. Develop a Positive Rapport with Your Manager:

- According to Forbes, managers are more likely to increase salaries if employees share their goals and take on more responsibilities.
- Establish frequent meetings with your manager to talk about the status of your projects and demonstrate your motivation and dedication to achieving your goals.

5. Prepare Your Case:

- Meet face-to-face, if possible, in a formal meeting with your manager.
 - If you are working remotely, a video conference meeting is the next best scenario.
- Highlight your accomplishments, emphasizing how you will continue to achieve your goals and contribute to the growth of your department and the organization.
- Emphasize why you deserve a raise, not why you need it.

6. Anticipate Rejection:

- Encourage feedback
 - Even if you do not receive a pay raise at this time, you can learn ways to improve your productivity which can lead to future pay increases.
- End the conversation on a positive note.

With effective planning, you can increase the potential of attaining your pay raise!

Jumpstart Your Job Search



Discover your competitive advantage by collaborating with Arlene Newman, President of Career Bound Success, and her team.

We work with professionals at all levels and across all industries, providing them with strategies to successfully land jobs!

In addition, we work with companies to provide **Corporate Outplacement**.

With one-on-one coaching, we develop personalized strategies to achieve career success.

Our services include:

- Career Direction
- Resume Preparation
- Personal Branding
- Online Image
- Networking Strategies
- Interview Training
- Salary Negotiations
- Corporate Outplacement

And More!

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