



How to ask for a pay rise

Asking for a pay rise can be a daunting experience, so here are some tips to help make it a success:

- Before you talk about money get your manager to acknowledge the value of your contributions to the company.
- Remember that the person with whom you are negotiating may be unaware of your daily working processes – you need to talk about the results of your efforts.
- Indicate how you are developing your skills and will continue to improve your value to the company.
- Use examples to support your case.
- Time your pay rise discussion when your manager will be able to give it their full attention.
- Avoid making comparisons between your remuneration and those of other members of staff.
- Be prepared to suggest (and accept) alternatives. This will demonstrate your flexibility, prevent negotiations from stalling on basic monetary issues and allow room for discussion.
- Consider other benefits, such as superannuation, gym membership or training.



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