

# Getting More Money

Asking for more money can be extremely stressful... and really awkward. And worse, if you do it the wrong way you can really hurt your career. To successfully ask for a raise it is important to follow guidelines like this:

## Do your reserach

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Successfully asking for (and getting) a raise is about understanding your value to the company you work for. It's not based on market value for a similar position, or Jane, the woman with your same title that sits across from you. Know what you do for the company and how it affects the bottom line.

## Timing is everything

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Know the business cycle of the business you work for. It's not smart to ask during slow times. Instead, bring it up in relation to closing a big account or a great quarterly report. People are more likely to give out money when they have it.

## Don't make it about them

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Telling your boss that you haven't gotten a raise in a while suggests that they aren't doing their job. Plus, you will come off as a complainer. Instead, tell them about your recent accomplishments and how your performance continues to help the bottom line.

## Anniversaries don't mean squat

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If you are under the impression that you are owed money because you have graced the company with your presence the last year... you are wrong. That sense of entitlement is probably the reason you didn't get a raise. When you have your annual review present your boss with all that you have accomplished and learned in the past year. If you can prove you are valuable to them, they will want to retain you, and pay you more.



## But I did what they asked me to...

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Doing what you were asked to do in no way equals extra money. Raises are given to those that go above and beyond. If you can't prove that you did that, then you shouldn't be asking for a raise in the first place.

## Keep your personal life personal

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Just because you have high bills doesn't mean your work should pay you more. Leveraging your personal finances while discussing a raise can make you seem un-organized and may start to make your boss lose confidence in your work.

## It's gonna be uncomfortable

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Let's be real... Talking about money sucks. It's awkward, you feel bad, they feel bad, everyone feels just weird about it. Now deal with it. Know why you are asking for more money and focus in on that feeling, instead of the horribly shameful and nervous feeling. If you don't ask you probably won't get it.

## Know how to prepare

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This is a sales presentation and a job interview... so come prepared. You should have analytics to show how your work improved an area of the company. This can be spreadsheets, graphs or anything that can easily tell a story. Save emails from customers, and have LinkedIn recommendations cued up. Make them feel like they owe it to you, and more importantly, make them afraid to lose you!

## Have a back-up plan

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You may not get a raise if you ask for one. So be ready with alternatives. Could you negotiate more vacation/sick days? Working from home a day a week? Half days on Fridays? Know what non-monetary things you may want. And if you don't love your job... start interviewing so you have options. There may be another opportunity out there that is similar to what you currently do, but has better pay or benefits. If all else fails look into a small part time gig that can bring in extra cash.