THE PATH TO A HIGHER SALARY

Following these ten simple steps could lead you to a higher salary.

1. REFLECT on the value you feel you bring to the organization

2. RESEARCH salaries comparable to yours both within the organization and the region.


4. BE POSITIVE about your commitment to the organization.

5. ANTICIPATE objections to your request and have factual responses ready.

6. PRACTICE your request several times in advance.

7. REVIEW what you learned from the experience. How can you improve?