

# You want to raise wages! Avoid the following mistakes

Salary is a reward for your hard work and effort. However, that is not a sufficient condition for us to sign a review of a salary increase. In particular, with these mistakes, the salary increase will be extremely difficult.

Anyone who wants to get a job wants to receive a salary commensurate with their effort, effort and effort for their work. Being diligent at work, creative, or dealing with colleagues will help you score points with your boss. But in order to be able to get a raise, in addition to your daily work efforts, you also need your own know-how.

## 1. Not required:

According to a recent survey of Careerbuilder - the largest professional network in the world, up to 59% of workers have never asked for a raise. In addition, women demand less pay than men. At the same time, the survey results also showed that two-thirds of workers demanded at least one salary increase and the same success rates for both men and women. Therefore, if you do not proactively ask but just wait for the boss to "self" increase your salary, then it will not happen. Even if the boss sees your ability and performance, they don't necessarily need to raise your salary when you don't ask for it.



Farnoosh Torabi, a personal finance expert and who negotiated to raise his salary twice when he was 26, said: "You have to be proactive and demand what you want. You don't just get into it. results from worthyness, but from negotiation ".

## 2. Ask too early:

Another study found that 40% of workers think they deserve a salary increase or promotion after 2 years working in any company. However, according to self-made millionaire Sophia Amoruso, who built the Nasty Gal into a million-dollar company said, you need to make a real effort before asking for a raise.

4 months is not enough. 8 months is still too short a time to prove your ability. Try your best, do all the work you can do; even the things that are not yours; Then ask for a salary increase with your boss.



### **3. No preparation:**

The demand for salary increases for managers is really a battle. You can't just run into your boss's room and say "I want to raise wages". Be well prepared for your achievements, your skills, your expertise.

At the same time, you must also refer to the average monthly salary or wages of colleagues in similar positions at other companies to know if your level of demand is high or low. In short, you need to "know people who know us"!

### **4. Don't know what I want:**

As well as getting rich, if you want to increase your salary, you must set specific goals and plans. Think carefully about how much you deserve to receive the salary, then compare with your desired salary, finally make a list of what to do to propose a raise.



## **5. Do not dare to quit:**

According to Lee E. Miller - co-author of the book "A Woman's Guide to Successful Negotiating", the fact that you do not dare to quit is a weakness that makes it difficult to ask for a raise.

"If you want to increase your salary, you should also have a job application ready before you meet your boss. Show him that you deserve a raise and if you don't get it you are ready to leave. either your boss will have to accept a salary increase, or you will go and find a more rewarding job "- Lee E. Miller shared.

## **6. Always ask for fairness:**

Life is not fair, so instead of asking for fairness, get used to unfairness. Don't try to convince your boss that you need to get a raise because that's just fair. The concept of fairness doesn't make sense when you can't prove your ability and your real achievement.

If you say "My salary is currently quite low, it is not fair", this will make no sense to managers because they are not great men who just seek justice for the world.



Instead, say: I have tried my best throughout the years; The projects I participated in were completed; I achieved x, y, z achievements . Surely your boss will know that you are a talented employee who has made a lot of

contributions to the company and they will not lose you.

**Refer to the following articles:**

1. The 10 best 'jobs' are available only to those who know a foreign language
1. 10 ways to balance work and life
1. Give up 18 habits if you don't want to be unemployed

**Wish you success at work!**

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