



West Valley Engineering



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Accountants Now!

Top 5 Ways to Negotiate a Raise

1. Do great work

You can't ask for a raise doing mediocre work. Know your worth by analyzing the efforts you put into your job. Take on added responsibilities and go above and beyond the call of duty. List your accomplishments and contributions that have benefited the company during your tenure. Ask for a raise if you feel you truly deserve one, don't ask because you need one.

2. Don't limit yourself to money

Asking for a raise doesn't necessarily have to be about money. During this difficult economic time, monetary raises might not be feasible for some companies. You might want to bargain with other benefits or perks. Consider other options such as flexible work hours or stock options.

3. Do your homework

It is easier to negotiate a raise when you know how your salary compares. Research what others might be getting paid who are in the same field and in the same position. Do not reference co-workers' salaries, but to the field in general.

4. Timing is everything

Your annual performance evaluation might not be anytime soon. A great time to approach your manager for a raise would be after completing a project that you've done well or after taking on additional responsibilities.

5. Get monetary promises in writing

To ensure that there are no questions of commitment and no room for vagueness or withdrawal, get whatever terms were reached at the negotiating table in writing with the appropriate signatures.



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