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## Work Life Balance – You Deserve Better – 4 Excellent Tips on How to Ask for a Raise and Get It

Productivity and work satisfaction are among the first things that suffer if you feel you are not paid as much as you deserve. It may be that you have accepted the job under stressful circumstances and accepted a salary that is below your expectations. Most people firmly believe that once their foot is in the door, they will be able to get the management to give them a raise.

It does not usually happen that way; and there are times when you will come to realize that you are stuck with a job that does not pay as much as you deserve. This can be nerve wracking and totally counterproductive. In case you are unable to get the raise you feel you deserve, chances are that you will lose the job, because you will lose all interest in it and your productivity will fall below acceptable norms.

It need not come to the point when you will be asked to leave the job. Here are a few super tips that will get you your raise:

1. **Test The Waters Before Plunging In** - It is good to know what your boss thinks before you put your case across. What are his expectations, opinion of your performance, and your strengths and weaknesses from his point of view. Very often you can get excellent feedback on what is expected from you - which when applied would actually bring you closer to the raise you are seeking.
2. **Ask for the Raise on Logic and Merit** - Your boss does not care whether the last employer paid three times the salary you are getting. He also does not care if you cannot manage your family expenses on the existing salary. What he does care about is that you do your best and continue doing your best. When asking for a raise, explain to your boss the additional value you bring to your team, your boss and ultimately the company. You should come across as a well deserving, underpaid promising employee.
3. **The Right Time and Right Place are Important Factors** - Pop the question about the raise when you are 100% sure that your boss will listen and consider your request. If he is stressed or annoyed for some reason or anxious about any important matter - it is definitely NOT the time to ask for a raise.
4. **Prepare for the Request Just as You Would Prepare for a New Deal** - Prepare yourself just like you would for a new deal or an interview. Your boss is your customer here and the



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raise is the "business" you are getting. Your pitch should be perfect. You will need to prepare well, do your homework and put in some practice.