

4 Things You Should Never Say When Asking for a Raise



Asking for more money is a stressful experience. Salary increase can place you in a better financial position. If you're trying to build a rainy day fund, a raise can jump start these efforts. Unfortunately, to ask for a raise, you also risk your career if you say/do the wrong thing. It's important to say the right things, but before you figure out what those things are, it's much easier to start with the list of things you shouldn't say during this all-important negotiation.

Here are 4 things you should never mention when asking for a raise:

1. Don't threaten to quit

Some employees are confident enough to think they are in upper hand by threatening to quit their jobs. However, this isn't recommended, even if you're prepared to follow through with the threat. Remember, the goal is to get your salary raise. If you approach the meeting with an abrupt or aggressive attitude, your boss may not respond favorably even if you are the best employee.

A better approach is to explain positively how much you like and enjoy your work. Your boss probably would love to know if you are in long term working plan with the company. There is high chance where they find you valuable to the company and will raise your salary according to your value

2. Don't compare yourself with other co-workers

This is a horrible idea. First of all, it makes you look like a busybody who find out a co-worker's salary. Second, it makes you look petty and whiny, especially because it's possible someone has more education than you, was a better negotiator during the interview process, or has proven himself/herself more than you have.

Anyway, you should always keep in mind that this is your raise request. It should be based on performance review, why are you losing your focus in yourself? Instead of comparing yourself with someone else, focus on your strengths and the value you bring to the company. Did you spearhead a successful project, save the company a ton of money with a great idea, or bring in lots of new business? When you want to ask for a raise, this is the time to list out your performances.

3. Don't choose the wrong time

If there are people have been let go in the last few months, employees are busy on how to cut costs, that's usually a red flag moment to ask for a raise. Especially considering the down economy as of late, it's important to know your company's financial status before you ask for a raise. Walking into your boss' office the day after a dismal quarterly report is issued makes you look unprofessional, self-serving, and out of touch.

4. Don't involve your personal problem

You debts, your extra expenses on repairing the house, your children education and etc, these are all valid reasons to negotiate a salary increase. However, remember that your personal problems are not your supervisor's problems.

He will empathize or sympathize with your situation without doubt, he is not supposed to fix your problems. Do not expect him to increase your salary just for fixing your problem. You should ask for a higher salary with the focus on your performance.

Job satisfaction can be improved when you are paid with your worth. Moreover, if you're already completing assignments outside your job description or constantly work in excellent, why not ask for a raise. You can give a try without risking yourself with the 4 "don'ts" above.