

How to Get A Pay Increase

Rochelle Brooks

Project Description: This video will cover the steps for successfully getting a requested pay increase. It will also provide resources for determining your market worth.

Duration: 3:40 minutes

PROJECT TITLE: HOW TO GET A PAY INCREASE

PAGE:

1

Duration:
15 Seconds

Total Elapsed Time:
0:20 Minutes

Design Notes:

Image of businessperson making a request. Image peels of to reveal next image.



Script: About This Course

Welcome to how to ask for and receive a pay increase. In this brief video, I will discuss the best ways to ask for and get a raise. I'll also review how to avoid the most common mistakes.

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Duration:
40 Seconds

Total Elapsed Time:
1:00 Minutes

Design Notes:
Me talking on screen.



Script: About Me

I'm Rochelle Brooks. I have over 30 years of work experiences and have owned several successful businesses over the last 18 years. Until COVID-19 caused my business to be shut down, I had over 60 employees; only 5 had ever asked me for a pay increase.

Years ago, after working in a position for 2 weeks, I asked The President of the company, who had personally interviewed and hired me, for a 30% pay increase. I know this may sound outrageous, but I believed my work was seriously undervalued. After I made my argument for the pay increase, the president laughed, said he couldn't believe my hubris and granted me the pay increase. He said my asking for the pay increased my opinion of me. This isn't the only time I have asked for and received a huge pay increase, today I'd like to show you why employers agreed to them.

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Duration:
11 Seconds

Total Elapsed Time:
1:12 Minutes

Design Notes:

Screen will show written course outline. Image peels off to reveal next image.

Course Outline

1. Preparation
2. Timing
3. Evaluate your worth
4. Performance review
5. Negotiating after no

Script: Course Outline

In this course we will cover:

Preparation
Timing
Evaluate your worth
Performance review
Negotiating after no

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Duration:
21 Seconds

Total Elapsed Time:
1:33 Minutes

Design Notes:

Screen will show me writing on the checklist. Image peels off to reveal next slide.



Script: Preparation

Being granted your request will primarily depend on your preparation. What this means is you should do the following:

Throughout the workday, document positive praise.

Make note of when you go above and beyond.

What have you done to increase revenue or reduce expenses.

Duties you perform beyond those hired to do

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Duration:
16 Seconds

Total Elapsed Time:
1:49 Minutes

Design Notes:

After 5 seconds, image peels off to reveal me talking.



Script: When to ask

You should make your request before the company makes its budget. After you have done something superlative. Before your performance review.

Avoid asking when your manager is in a foul mood, or the company is in a financial crisis

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Duration:
35 Seconds

Total Elapsed Time:
2:24 Minutes

Design Notes:

Screen will start with the image. Image will peel off and the domains scrolling across the screen as I mention them.



Script: Evaluate Your Worth

Before making your request conduct a survey of the worth of your skills, education and experience. There are some great resources available. Glassdoor can be used to evaluate industry pay.

(<https://www.glassdoor.com/Salaries/know-your-worth.htm>)

Find out what others in the industry make more than you

(<https://www.careercontessa.com/the-salary-project/>)

Create a personalized salary report of your profile using

(<https://www.payscale.com/>)

You will focus on things like:

Your major accomplishments

Targets met or exceeded

Staff you trained or mentored

Awards and honors

Clients added or saved

Ways you increased efficiency

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Duration:
32 Seconds

Total Elapsed Time:
2:56 Minutes

Design Notes:
Image will peel away to reveal next screen..



Script: Employee evaluation

Many people wait until their employee evaluation to ask for a raise. Start by asking your reviewer for specific details quality of your work. Ask what would have happened if you had done things differently

Things to remember:

Be brief and specific

You are not negotiating; state what you want

Have written list of bullet points in case they say they need approval from their supervisor.

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Duration:
18 Seconds

Total Elapsed Time:
3:14 Minutes

Design Notes:
Image will peel away to reveal me speaking.



Script: No is not the last word

Unfortunately, it is common to be told you are worth the money, but the company can not afford the raise. In this case ask for additional perks such as extra vacation days, better benefits and a 4-day work week.

If they reply that that you are overvaluing yourself, ask what it would take to get the raise you want.

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Duration:
12 Seconds

Total Elapsed Time:
3:26 Minutes

Design Notes:

Image expands across the screen while I am speaking.



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Script: Conclusion

In conclusion:

Do your research

Be prepared with documentation

Keep it brief and relevant

And remember even if they say no, you'll be no worse off.

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Duration:
14 Seconds

Total Elapsed Time:
3:40 Minutes

Design Notes:

Screen will display text, motivational background music will play

Introduction to the Position Classification Standards. U.S. Office of Personnel Management. (2009, August 1). Retrieved September 12, 2021, from <https://www.opm.gov/policy-data-oversight/classification-qualifications/classifying-general-schedule-positions/positionclassificationintro.pdf>.

Madell, R. (2021, February 12). *What to Say When Negotiating Salary in a Job Offer.* Money. Retrieved September 12, 2021, from <https://money.usnews.com/money/blogs/outside-voices-careers/articles/the-exact-words-to-use-when-negotiating-salary-in-a-job-offer>.

OPM. (2009, August 1). *Introduction to the Position Classification Standards.* The Classifiers Handbook. Retrieved September 10, 2021, from <https://www.opm.gov/policy-data-oversight/classification-qualifications/classifying-general-schedule-positions/classifierhandbook.pdf>.

Script: References