

Get a REAL raise, year after year!

Place this exercise in a folder or binder where you can access it.
Listen to the audio, as often as you can.

On the following lines, list what you **don't** like, and what you **don't** want in terms of your job situations. Be sure to include what you didn't like at jobs you've held in the past, as well as things you don't like or want in your current job.

expected to work 60 hrs a week

not allowed to have food at desk

boss micromanages

no advancement

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Now, review your list from the previous page. In the first column of this page, list the negatives you came up with. Then, in the second column, turn each negative into a positive. These positives will help you clarify what you do want so that you can set specific goals.

Negatives:

fixed hours/inflexible schedule

boss micro-manages

no advancement opportunities

Positives:

flex time

boss trusts employees

open advancement

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Now, on this page, create a list of all the things you like about your present job.
Don't spend a lot of time, just write down what you like – big, small, and in
between.

trash cans in parking lot; nice co-workers; low pressure; boss trusts me;
I'm the most experienced/qualified employee; 'absentee' boss;

Go back and review your list of positives (wants) and the list of things you like
about your current job. Here's where you prioritize and determine which are
'must haves', and which are 'nice-to-haves'. Number them according to their
order of importance.

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Now, look again, and on the following lines, write down **why** these things are important to you.

Examples:

Flex time – I want to be able to spend more time with my family

\$10,000/yr more – beach vacation with my wife

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Congratulations! Now you have defined your raise, and you know the 'whys' behind it. Use this page to reinforce your commitment.

I will create an income of \$_____ per _____
(week/month/year)

by _____ This represents a _____% increase over my
(date)

Income as of _____ of \$_____
(today's date)

per _____
(week/month/year)