

PAY RAISE MEETING PLANNER

My projected Performance Review or Pay Raise Meeting date: _____

(Day 1) Given my performance, market value and pay gap, I'll request this type(s) of raise(s):

- Competitive Pay Salary Adjustment Merit Raise Variable Pay

(Day 3) I've built my case to set the following pay raise goals:

	% increase	Dollar amount increase
My Anchoring Point	_____	_____
My Aspiration Point	_____	_____
My Reservation Value	_____	_____

(Day 5) My pre-meeting confidence builder(s):

(Day 6) My opening line(s): _____

(Day 4) Three Social Softeners that I'll use during the pay raise conversation:

Do the work to get measurable results.

(Day 2) My job achievements talking points: (Best paired with a visual-digital presentation.)

(Day 5) My responses to anticipated objections:

(Day 3) The many options I'm ready to propose to help reach my pay raise Aspiration Point:
