

SET YOUR REWARD FOR REACHING YOUR TARGET GOAL

It's been well-demonstrated that incentives motivate behavior. With that in mind, create an incentive for yourself: think of a reward that you will treat yourself to if, in your pay negotiation, you get agreement of your Aspiration Point target (or more).

Make it something out of the ordinary, something that you wouldn't normally do or buy. The thought of the reward should excite you.

In fact, thinking about the reward during the meeting with your manager should make you smile and motivate you to keep the pay raise conversation going when the going gets tough.

THE REWARD THAT WILL KEEP ME “HANGING IN THERE” TO REACH MY PAY RAISE GOAL IS:

CELEBRATE YOUR SUCCESS

Besides the reward above, you can plan on celebrating your pay raise success, too.

MY CELEBRATION PLANS:

I will share my good news with: _____

I will thank: _____

I will celebrate with: _____

We will celebrate by: _____

Looks like there's more space below to draw a picture of your plans. Give it a go!