

OWN YOUR NEW EARNINGS LEVEL

You now have an ambitious yet realistic target for the raise you will ask for and negotiate. Yet we know there can be some discomfort in asking for more money. And we know there are mental and social forces behind your resistance to asking. You must push through them to see results. And you must believe and embrace your new earnings level in order to go after it.

Fill in the blanks below with your name, your new Aspiration Point salary (per month or per year), your job position, and your employer name. Say it out loud in the mirror a few times.

"I, _____, now earn \$ _____ a _____ as a _____ at _____."

Below, quickly write down your uncensored responses to your new earnings level declaration.

Did you detect discomfort and doubt? Did you experience excitement at the thought of a substantial salary jump? Did you feel anxious in anticipation of negotiating a pay raise?

Whatever your response, see it as the starting place for embracing the statement as true. **Repeat it out loud until you are convinced of your worth.** *You* need to be convinced that you deserve to earn that much before you can convince anyone else. Repeat it daily if you have to.

Practice writing and declaring your new earnings level.

"I, _____ now earn \$ _____ a _____ as a _____ at _____."

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"I, _____ now earn \$ _____ a _____ as a _____ at _____."

"I, _____ now earn \$ _____ a _____ as a _____ at _____."

Whenever you're feeling impatient, resentful or frustrated about your pay situation, remember to declare and internalize your goal. It will help propel you through the Pay Raise Process and inspire you to press on with your negotiation preparation.

Do the work to get measurable results.

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