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### When is the right time to ask your employer for a raise?

Wouldn't it be great if it were a perfect world and every employer gave their employees a raise regularly when they deserved one? This would be less stressful for the employee that wants to ask his employer for that raise. However, since oftentimes employees must set goals and remind their employers of their value, let's look at some strategies for asking your employer for a raise.

The strategy you choose might depend on your pay structure. Do you work on commission or are you a salaried employee? Depending on your answer, there is an effective strategy for you.

If you work on commission—for example, a salesperson who sells advertising space for newspapers and magazines receiving a percentage of the cost of the ad, anywhere from 10-25%—you can suggest a money bonus for achieving a goal. Ask your employer to give you a goal as to how many new accounts to open and what dollar volume they are looking for in your territory. Suggest that you receive a money bonus for reaching those goals. Once that is established and you have accomplished your goal, you will receive your regular commission plus a money bonus.

If you receive a regular salary, sit down in a quiet room and list everything you have achieved beyond what you are paid for. For example: When the employer asks you to stay late or come in early, do you do so willingly? If the answer is yes, you can add this to your list. Once you have this short list completed, meet with your employer to discuss your achievements and have an amount in your mind that you want to request.

### When is a good time to request a raise?

- When you feel you honestly deserve it.
- When business has increased.
- When you hear a lot of praise from your employer.
- After you have worked for a company one year or more.

Keep in mind, when you do a good job for your company sometimes the employer has to be reminded. Sit down with your employer and good luck.

For more tips call Milton to schedule a meeting. Be persistent and remember, nothing is impossible

If you have business questions, Milton has the answers e-mail him at:

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