

SHOW ME THE MONEY

You deserve to be paid what you're worth. And you are worth more than you think you are. Got that?

Breaking through to the next income level and changing your current story starts with believing you can.

What's your number?

The dream figure. The one that you choke a little on, that part of you is scared to utter (what if they laugh at your audacity?) - that's natural.

We all have a mental earning ceiling. An amount you don't believe you could ever really earn.

Once you know what yours is, and that it exists, you can take steps to reach it.

Pick one of three paths

You know your own circumstances best, and you know what it's going to take to get there:

Getting more out of your current employer

Jumping ship

Striking out on your own

It may take a few strategic moves over the next few years, or it might take just one tactical play. You might need to build up more experience, get more qualifications, or it might simply be a matter of asking for more.

Whatever the case, learning to negotiate is THE non-negotiable.

If you know you're being underpaid for what you currently do, then it's time to ask for a raise. If you've gone as far as you can go at your current level, then it's time to find out what it'll take to earn a promotion (and corresponding pay increase). Gather up a list of your achievements, a summary of the value you've brought to your employer, and book a meeting.

Sometimes there's just no room to grow at your current company. So if you've got no clear path forward, it's time to look at roles elsewhere. Generally, the biggest salary jumps happen when you switch employers.

Starting your own business isn't for everyone: it's not a sure bet but there's potential to make more than you would as an employee, and on your own terms. This, however, is its own beast - and not to be entered into lightly.

Need a script?

Click into Facebook (yes, seriously) and open up the AskCindyGallop chatbot in Messenger: messenger.com/t/AskCindyGallop

This lively, no-nonsense bot coaches you through distilling your achievements into succinct selling points that you can use in your next negotiation. You'll come out better equipped for that conversation, with specific talking points, responses to common objections, and even more pep talk to help you go get that \$\$\$.

So gather up a list of your achievements and the value you bring. Make a summary of your key strengths. And ask for more. Ask for that raise. Ask for that promotion. Ask for higher compensation.