

## July: Expand Your Income

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Now that you've acquired a new skill set or knowledge in a particular area, your earning power may be higher than it was just one month ago. You are worth more than your current paycheck to your organization or to another company—they just don't know it yet!

You need to make a decision now. Will you ask for a raise or promotion at your existing job, start out on your own or seek employment elsewhere? You can choose to request a raise and then leave the job if your raise is denied. But, don't let on that you're looking elsewhere in case you wind up staying on at your current job; employers always favor committed workers.

**MY CURRENT SALARY:** \_\_\_\_\_

**THE SALARY I AM SEEKING:** \_\_\_\_\_

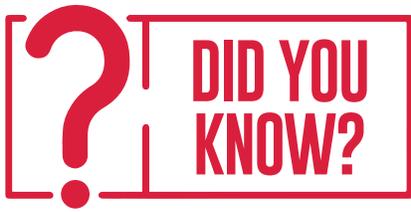
**I PLAN TO EARN THIS SALARY BY:** \_\_\_\_\_

If you're asking for a raise or interviewing for a new job, keep these pointers in mind:

- Always talk about what you can do for the company, being sure to bring up your specific skills and strengths.
- Talk about your recent successful projects at work.
- Show interest in the company by inquiring about upcoming plans or events.

- Have a few practice runs with a friend before setting out.
- Bring a starting salary point to the table instead of putting the ball in your (future) employer's hands. Start a bit higher than your dream salary and don't settle for much less than the goal you've set.

You deserve to earn your worth!



Your body language says a lot about you. Don't let it say the wrong thing at a job interview! Don't fidget. Keep your shoulders straight, and exude confidence by looking your (future) employer in the eye.

**STAY ON TRACK:** My goal for this month is \_\_\_\_\_

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Check here if you've achieved this goal