



Why you won't get a Pay Rise

- **You haven't done the work** – Basically if you haven't got a good enough 'package' of reasons, you won't get the pay rise you want. Go back to Chapter 2 and start again.
- **The budget won't allow it** - The business is already over budget for expenses.
- **Not now, later** - All pay reviews are being done at a later date.
- **Wages Freeze** – The business isn't doing well so no one is getting any salary reviews. You would get one but it's just not possible at this moment.
- **It's not fair to other people** - Other people are being made redundant so now is not the time – people don't get made redundant, positions do, and this has nothing to do with your performance or the fact that you are asking for a pay rise.
- **You're already the highest paid person in the team** – Well done. Obviously you've worked hard to reach that level but it doesn't mean you can't ask for more.
- **It's too soon** - You just had a pay rise X months ago! You can't ask for another one yet.
- **Head Office said no** – If it was my choice I'd give it to you but 'Head Office' said no.