



## Why people don't ask for a Pay Rise

- **The Fear Factor:**
  - ✓ Fear of being rejected
  - ✓ Fear of coming across as too pushy
  - ✓ Fear of resentment from your future boss
  - ✓ Fear of being miserable if the answer is no
- **You're already earning enough** - Telling yourself that the salary you are on is already good enough.
- **I'm getting paid more than others in the same role** – So what? You are probably doing a much better job than them or have been there a lot longer!
- **You love the job and don't want to lose it** - Telling yourself that you love the job so much that the money you are being paid is sufficient is just devaluing your efforts.
- **Humility** - A dash of humble thoughtfulness is perfect now and then but it doesn't pay to be a lifelong doormat. You should get paid what you're worth.
- **Tall Poppy Syndrome** - My friends or family don't get paid as much as I do so I don't want to be seen as rich or trying to be better than them so I won't ask.
- **Lack of self-esteem** - By being unsure if you're worth more, telling yourself that other people are more clever or worthy than you or deserving of larger money amounts, you're putting yourself down in the worst possible way. Stop it.
- **Lack of confidence** - You worry about getting knocked back for asking or looking pushy or vulnerable.
- **Lack of Self-worth** – People sometimes confuse their professional worth with their personal worth. Your personal worth isn't up for examination. It's your professional worth that you'll need to spend a little time polishing into an impressive presentation.
- **Apathy** - You just don't care. Maybe past experiences have taught you that it's a waste of time to try.
- **I'll get recognized sooner or later** – I've done my job and they will call me in sooner or later and increase my pay without me having to go through the trouble of asking myself.
- **Personal Beliefs about Money** - Some people carry around social notions about earning more money, such as rich people being snobs or greedy, or money matters being a nuisance or beneath oneself to deal with, or worrying about compromising relationships with other co-workers.
- **Would you do it for free?** – All the above excuses are just that: Excuses! These are the reasons why you would not even try, to not bring it up and then not to negotiate. You deserve more than excuses. After all, do you love the job enough that you would do it for free? No, of course not!