

Sheconomics[®] Tips

TIP SHEET NO. 2

HOW TO ASK FOR MONEY

- **Know your true value.** Have a clear idea of your worth and there's more chance the world will meet it. Don't allow others to determine your value.
 - **Make the first move.** Be proactive. Believing that if we work hard we'll be rewarded for it is naïve. Don't ask don't get.
 - **Prepare your case.** Do a business case and list your achievements in tangible terms (e.g. cost-savings you've made for your employer).
 - **Aim realistically high.** You might have to negotiate downwards but no-one is going to offer you more than you ask for. So start high.
 - **Don't settle for less.** Put emotions aside. Don't let fear of confrontation weaken your resolve. No success? Try to get a future commitment in writing.
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