

Name _____

Date _____

Are You Worth It?

It is time for your performance evaluation. You need to prove to your employer that your job performance has earned you a raise in pay. Think about what you do at your current job (if you have one) or the pretend job at Office Furniture Warehouse (you are in charge of shipping office furniture to the branch stores). Next, in the space below, write down all of the reasons that your employer should give you a raise in pay. Then, practice saying the reasons in a clear and convincing manner to someone else.

Why are you "worth" a raise in pay?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____