

# Nine Ways to Negotiate a Raise

Many people who have no trouble dealing with their superiors in most day-to-day situations find it very difficult to ask for a raise. If you're fainthearted at negotiation time, consider these recommendations to ease the process:

☆ Know your worth. Ask yourself how valuable you are to the course, how much would it cost to replace you, what have you done lately to help the organization.

☆ Pick your place. Get your boss outside of the office to listen to your request. Take him to lunch if possible.

☆ Detail your reasons. Tell your boss **why** you deserve a raise.

☆ Suggest an amount. You, not your boss, should propose the amount of your possible raise.

☆ Set your figures high. Ask for more than you expect to get. This leaves room to bargain.

☆ Compromise - but not too easily. Since you've started with a high figure, realize you probably won't get it. Let your boss make a counter-offer, and be ready to compromise.

☆ Rehearse. Don't go into negotiation cold. Be sure to be in top mental and physical condition when the actual talks begin.

☆ Get it in writing. If possible, get your boss to put it in writing -- for both signatures -- the raise he agrees to.

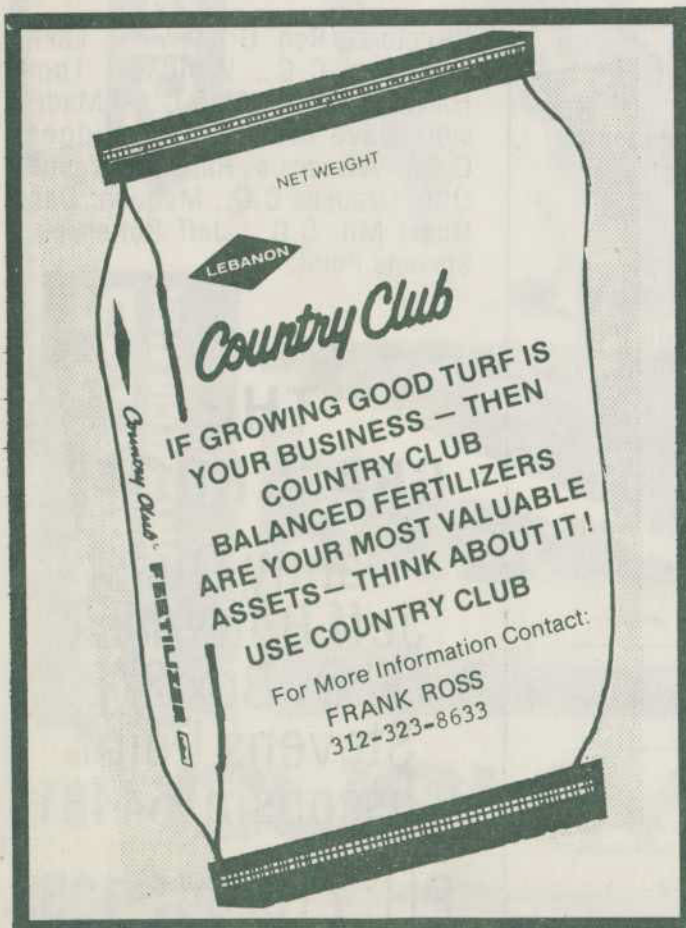
☆ Don't wait -- ask. Don't wait around for the company to recognize your value and give you a raise. Ask for it. Your aggressiveness may pay off.



"Before I tell you how things went while you were on vacation, let me tell you how very, very sorry I am."

## GCSAA Membership Benefits will be suspended July 1 for those who have not Paid 1980 Dues.

Members who have not paid their GCSAA annual dues by June 30, 1979, will have services and benefits suspended, including GOLF COURSE MANAGEMENT, all member mailings and group insurance coverage. Those members paying their dues between July 1 and September 30 will have all services and benefits reactivated upon receipt of the payment. However, those failing to make payment by October 1, 1979, will be dropped from membership in the Association.



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