A: So why do you want to meet with me today ?

T: Oh, hi. I was hoping to talk to you about something. I just wanted to have an open conversation with you about potentially increasing in my salary.

A: So why do you think you deserve that?

T: Um, well, i've been at this company for a long time for three years, and i haven't received a pay raise and all three of these years. Um, i believe that i have done really good work in this company. I put in a lot of effort on, and i think that results speak for themselves. I've won employee of the month awards numerous times. I have the highest productivity rate for the office in the last year, and i filled in for upper management several times. So i do believe that i am doing a lot of good work here and that i'm deserving of a raise.

A: But I think so far you did just reasonable work in your position, and I think it is just like your other colleagues did. It doesn’t mean you deserve a raise.

T: i think that i do more than my colleagues who are in the same position. I've also been here for a longer time. So i have more experience. Um, and i think that if you just look at, you know, my employment records, or if you look at your feedback from my managers, that you'll see that i've done above and beyond what a regular worker does here

A: As you probably know, we have a system too, you know, for people to send you a request for anything including request for raises. Why did you decide to talk with me.

T: Oh, um, i guess i just wanted to give you a heads up. And i knew that you would have a lot of influence on that. I guess I will just apply for that.

A: What do you think you can bring to the company in the future

T: Um, i think that i will definitely continue. To, keep up the word work. I think that i've been keeping now. I definitely think i could bring more customers. And i think that in the future, i have the ability to do really well, in a higher management position get. I understand the vision of the company well, and we'll be able to lead it and do better things for the future

A: So what if I give you some extra work, or exceptional work, would you be willing to do that?

T: Yeah, absolutely. Yeah. I think that that's, always something that I’m looking for, more opportunities to prove myself

A: I probably don’t have the final say about your request, I probably need to talk with the upper management, because I’m just one level higher than you. So probably I need to ask whether a position. are you willing to talk with them?

T: Yeah, absolutely. Um, and i just tell them everything that I’ve told you. I think bring in my work records and they will speak for themselves.