A: Yeah come on in. What do you want to talk with me today?

T: Uh yes i actually wanted to discuss something important with you regarding my future and present in the company and i was hoping to have an open conversation with you about potentially increasing my salary

A: So you want to increase your salary? Why do you think you deserve a raise ?

T: Um well because i believe that i have done a lot of helpful things for the company and for my team i have led many projects brought in a lot of business for the company and have taken a lot of extra work that wasn't necessarily a part of my role but i took the initiative to go above and beyond and i've even filled in for higher management numerous times which has given me a lot of exposure and something that's higher than my job

A: okay, so all right say would what do you think you can contribute to our company in the future?

T: I think that my past record speaks for the future as well i'm a hard worker i'm driven and my passion for my my passion for my career also has to do with the company if the company does better i know that i will benefit from it as well so i always strive to do things that will help better my team, my company and my career as a whole

A: Sounds like you’ve done a lot of jobs, but i think your colleagues have done the same things as you did so probably you can give me some other reasons like why you deserve a raise yeah you need to convince me

T: well i'm not sure what the other employees have done and i can't speak on their behalf i can show you that what i've been working on and that's a two fold answer one is in the numbers and you can see that i've won numerous employee of the month awards i've earned the highest productivity rate in the office for last year and like i said earlier have i filled in for higher management numerous times whatever it's needed and that's more of the numbers part of it and stuff that you can see right away the more qualitative to part of that is that i believe that the people i work with whether it be my direct managers whether it be people below me or whether it be my co workers can really see the passion in time and effort i've put into this company and to really have a raise would incentivize me to do even better and to grow even more and be more successful along what making the company more successful aswell

A: it sounds reasonable but like i say what if like from what i know i think probably we don't have enough budget for you know give you a raise. I know that you do a lot of contribution to come, but probably we can’t give you a raise because probably we don't have enough budget, but probably we can give you several days off instead of give you budget, what do you think about that?

T: Um, of course, anything would be appreciated since, like i said, i would love to have a little bit of, uh, incentive for all the work that i do put it to this company. And if you do happen to have some leeway a little bit of leeway with the budget, i promise you that what you i will be an investment to the company. What you end up spending on me ? I will work as hard as I can. Like i said, earlier numbers and inequality to earn back twice, three times four times as much for the company itself through my contracts.

A: So i know i'm cannot make a decision on your request. I just your contact with the upper management to talk about your request and would you want to talk with them?

T: Yeah, i would love to talk to that. I can show them all the work that i've been doing these past couple of months. And hopefully i believe they would be very impressed.

A: Ok sure

T: Thank you so much, thanks.