A: Hi, so what brings you to my office?

T: Hi sir, thank you for agreeing to meet with me. I know you must be busy, and i'm hoping, if you have the time, if we could talk about potentially of me getting a raise.

A: Why do you need a raise?

T: I've been working here now for the past three years, very consistently, bringing in a lot of business, and last year I earned the highest productivity in the office. I was also employee of the month, and I think, on top of that, also taking on more work load than i've been assigned kind of proves that i deserve a raise

A: So you are not satisfied with your current salary, what increase are you looking for?

T: Yes, sir. I think, based on the amount, uh, level of my workload, i think fifteen percent raise would be ideal.

A: Are you comparing different offers from other companies?

T: i've done that and also just looking within the company, especially because i've taken a higher level. Like, filled in for higher level positions. And i think i'm capable of moving forward and upward in the company.

A: Right now you are interested in moving to another company?

T: No, i'm interested in moving upwards in our company.

A: We have a standard procedure for applying for a raise in our company, do you do this?

T: I transferred from my office in the us to this office. I think the process may have been a little bit different, but i think just the workload that i take while i've been here, it doesn't quite match the salary that i'm receiving now

A: Just apply in the system and just wait for the response from the upper level people. I don’t have the authority to make the decision. We are going to have extra work volunteer available next week, will you do this?

T: Yes, I would totally be willing to do that.

A: I will refer you to the board for a raise.

T: So you, are going to refer me for a raise?

A: Yes.

T: My goal isn’t to leave, I just think a little more compensation.