A: Hello, come in. Why did you want to talk to me today? The problem with your work?

T: No, sir, I just wanted to discuss something with you. I was hoping to have a open conversation with you about potentially increasing my salary.

A: Sure, i'm open to that.

T: I’ve done a lot of good things with company. Lead many projects, brought in a lot of business company and taking a lot of extra work that was not assigned to me.

A: I have seen the work you bring to the table, and I think there is potential for you to get a raise.

T: You ask anyone in the office, including upper management, about my work ethic, I work harder than almost anyone.

A: Actually, I cannot give you a raise just because you think you work the hardest. We have to give raises based on the evaluation of the whole department.

T: you'd ask your upper management before you give me a raise? Is that correct?

A: I don’t have the authority to talk to them.

T: yeah, yeah, okay, so would you be able to talk to them at some point this quarter?

A: You mean now?

T: No. Now, whenever it's, convenient for you, I know you’re very busy and are doing a lot of things for the company but if you could talk to them this quarter about my work and if I deserve a pay raise, it would go a long way for me.

A: before i talk, could you give me more reasons you deserve a raise?

T: Well, like i've reiterated earlier i brought on a lot of business for the company, i take a lot of extra projects and for those reasons. I do believe i am eligible for a higher pay raise seeing as I've received numerous times to play the month, high productivity rate, and i have even applied numerous times for higher management

A: Our company is having a hard time right now, because because we have to pay extra taxes due to donald trump's policies right now, I appreciate your past work, but i think that maybe your chances of getting a pay raise are not so great right now.

T: I understand that. I do appreciate your feedback, but it would go a long way from me if you could at least try and know you're busy. But if you could take a few minutes out of your busy schedule to talk to the higher ups about it I would really appreciate it. Just put that seed in their mind, so when the economy does get better, they have me on their mind

A: I will talk to my upper management soon.

T: thank you so much so i really do appreciate it if you could let me know how that conversation goes that would be great

A: One thing I want to make clear is that even if I have talked to my upper management and tell them about you request, I cannot guarantee that you will get a pay raise immediately.

T: i understand that i don't need the pay raise immediately just the appreciation that the sign that will you ask for them and they wanted to give a pay raise whenever it would come in and it would be very beneficial to me so i completely understand the situation

A: yeah sure i just i really appreciate your understanding to work in this process because maybe you know that's for chinese company the process is a little different from that in America. If the company is having a hard time, it may be harder to get a pay raise.

T: Okay, I did not know that i'm still very new to the culture of chinese companies. So from, like from now, what is the correct way for an employee to seek out a raise if you can’t do it directly?

A: I just want you. I just want you. You two know the cultural difference. But since since you have you have, you have since we have come out with your request. I will give it to the upper management

T: Thank you, sir for your time. I appreciate it.