

DAY 1: SALARY NEGOTIATION FRAMEWORK

Alyssa Harper Pro Advice

The 7-Word Question That Gets \$15K More

THE SCRIPT: "What metric would justify \$[AMOUNT] more?"

How to Use: 1. **Timing:** When boss says "no raise" or gives a lower number 2. **Tone:** Curious, not confrontational 3. **Follow-up:** Listen, take notes, create roadmap

Example Conversation:

Boss: "Sorry, we can only offer \$75K this year" **You:** "I appreciate that. What metric would justify \$90K?" **Boss:** "Well... if you could increase team output by 20% and onboard the new system..."




You: [Takes notes] "Great. Let's put together a 90-day plan for those exact goals."

Why This Works: - Shifts from emotion to data - Makes them give YOU the roadmap - Creates accountability - Shows you're solution-focused

Variations for Different Scenarios: - For promotion: "What would excellent performance look like for this level?" - For remote work: "What deliverables would justify full-time remote?" - For equity: "What milestones would warrant additional equity?"

Want More?

This is Day 1 of our 10-day series.

Get all 10 days plus bonuses: -  Email: alyssaharperadvice@gmail.com -  TikTok: [@alyssaharperadvice](#) -  Dashboard: [Your Link Here]

Next Steps: 1. Implement today's advice 2. Share your results with us 3. Check out tomorrow's content

© 2025 Alyssa Harper Pro Advice