

# DAY 1: SALARY NEGOTIATION FRAMEWORK

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## Alyssa Harper Pro Advice

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### 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?"

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## 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

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