

How to Ask for What You Want at Your EOFY Review

1

DON'T LEAD WITH "I DESERVE IT"

It's not just about tenure or effort... *Frame your ask around impact:*

What changed because of your contribution?

How did your work affect business outcomes?

Where did you step up outside your scope?

MATCH THE ASK TO BUSINESS PRIORITIES

2

Want a pay rise, promotion or training budget? *Anchor your request in something your manager already cares about:*



Growth plans



Retention goals



Capability gaps

This turns your ask into a solution, not a favour.

3

HAVE THE EVIDENCE READY. COME PREPARED WITH:

Outcomes you delivered (data > opinion)

Examples of taking initiative and the outcomes

Where have you built trust or capability?

SUGGEST STEPS, NOT ULTIMATUMS:

4



Salary review within a certain range



A defined path to promotion



Flexible structure with measurable outcomes



L&D budget linked to specific goals

Clarity shows you've thought it through from not only your perspective, but theirs too.



Looking for easy access insights specific to your industry?

Our 2025 salary and benefits guide gives a comprehensive overview of current market expectations. Use it to structure the discussion with clarity.

