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10 tips for a fatter paycheque

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Want to increase your pay package in 2007? Here are 10 tips from PayScale:

1. Get comfortable negotiating a raise. "Women fall behind here, because they generally aren't as aggressive and fall farther and farther behind with their salaries," according to **Anna Ivey**, a career counsellor based in Boston. "You can't be shy about asking to be paid what you're worth."
2. Research and compare your salary. Know how much your experience and skills are worth before going after a new position or promotion.
3. Become an indispensable expert. Continue to learn about your work to stay current with trends and new developments. Read industry publications, attend conferences, connect regularly with others in your field.
4. Make yourself visible. Network with others in your industry and stay visible in your own workplace. Take on challenges and ensure management is aware of your contributions.
5. Update your skills. Consider pursuing training or certification that could lead to a promotion.
6. If you decide to return to school, be sure it will pay off. A degree may not necessarily increase your salary, so check whether you will get a return on your time and money and find out which credentials will pay most. Also, check into continuing education benefits offered by your employer.
7. Adapt to new procedures. When things change at work, be the first to jump on board. Enthusiasm for change and adaptability to new systems and ideas are valuable to your employer.
8. Be receptive to criticism. Constructive criticism can help you improve your performance and integrating that feedback into your work can win you points.
9. Sharpen your communication skills. "I don't care what role you're in - if you can read and speak well, you are way ahead of the pack," Ivey said.
10. Get more comfortable with math. "A lot of people coast through college without number knowledge -- just basic knowledge, like how to read a financial statement."

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