

## Over half of UK workforce fears asking for a pay rise

- Workers across the UK have big concerns when it comes to asking for a pay rise
- Over 15% avoid asking for more money because they “don’t know what to say”
- Workers must choose the correct moment to ask their boss for a higher salary

Many in the UK labour market find the thought of asking for a pay rise unsettling. In light of International Workers Day (1<sup>st</sup> May), [reed.co.uk](http://reed.co.uk) has surveyed over 3,000 UK workers to ask - what would stop them from asking for a pay rise. Surprisingly, results show that over half are fearful to ask.

“Don’t know what to say” (16%), “not wanting to be seen as greedy” (15%), “scared of asking the boss” (12%) and “worried of being turned down” (12%) were all reasons why workers across the UK stop themselves from asking for a pay rise.

Even though a response of “nothing would stop me” (37%) topped the poll, the recruitment giant’s latest data shows a trend towards a lack of confidence when asking for more money.

REED encourages the UK workforce to have more confidence when asking for a pay rise. As the data suggests, a large group of workers needs to be better informed in when and how to ask for an improved salary.

There is a clear divide in the workforce - between those who are highly confident when asking for a pay rise and those who are not. Both groups of workers need to develop the skills in understanding when is the correct time and way to go about asking for a higher wage. In doing so, workers will be more likely to achieve the pay rise they fully deserve.

### **James Reed, Chairman of REED Recruitment says:**

“The UK workforce deserves a pay rise. There are clear signs that many workers are stopping themselves from asking for one. A lack of confidence and self-belief are clear reasons why individuals may not find the courage to ask, however if you think you deserve a pay rise why not ask for one?”

Consider the ways you have gone above and beyond at work and use it as evidence to show employers you deserve one. It is of course wise to choose your moment carefully - the business you work for is unlikely to give you more money if they are going through financial difficulties, so timing is everything. Showing that you understand business pressures will put you in good stead when asking for more money.

If the answer is “no”, don’t take it personally - use this as an opportunity to follow up and ask what more you need to do to earn one.”

**-ENDS-**

**Notes to Editors**

For further information, contact [reed@thephagroup.com](mailto:reed@thephagroup.com)

### **About REED**

REED is the largest family owned recruitment company in the world with an annual turnover of £1.2 billion

REED was founded in 1960 by, Sir Alec Reed, and is now a global recruitment company, with more than 3,500 employees working in 180 locations around the world.

James Reed first joined the company in 1992 after graduating from Harvard Business School. Since then REED has more than quadrupled in size, while [reed.co.uk](http://reed.co.uk) – the first site of its kind, established in 1995 – is now the #1 job site in the UK and Europe.

REED receives 50 million job applications every year and has helped more than 140,000 long-term unemployed people get back into work. James was appointed Chief Executive in 1997 and Chairman in 2004.