



Double Your Salary: How To Influence Compensation and Promotions

Joseph G. Lecak

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In today's **ultracompetitive corporate environment**, unless you understand how the employee evaluation process works, you're likely to find yourself spinning your wheels in frustration that your work and your ideas aren't being properly recognized.

Author Joseph G. Lecak **started out like many young corporate employees**, wandering from job to job in search of the perfect employer. Once he realized that promotions and raises are a process, however, he was able to double his salary over six years, continuing on to forge a successful managerial career lasting more than thirty-five years.

Now, he wants to share his knowledge and experience and serve as a mentor to the generation of workers entering today's challenging job market. The good news is that **jobs are there for those who understand the process** of preparing themselves to meet their employers' needs and expectations.

In *Double Your Salary: How to Influence Compensation and Promotions*, you will **learn practical strategies** for maximizing your earnings potential. From everyday work practices that make you a better employee to **career-advancing techniques** for interviewing, negotiating compensation, and decorously tooting your own horn, you will learn how to **use the employee evaluation process to your advantage**.

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Ella Butler:

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