

# The Earning Advantage

**WORKBOOK**

**8 Tools You Need to Get  
Paid the Money You Want**



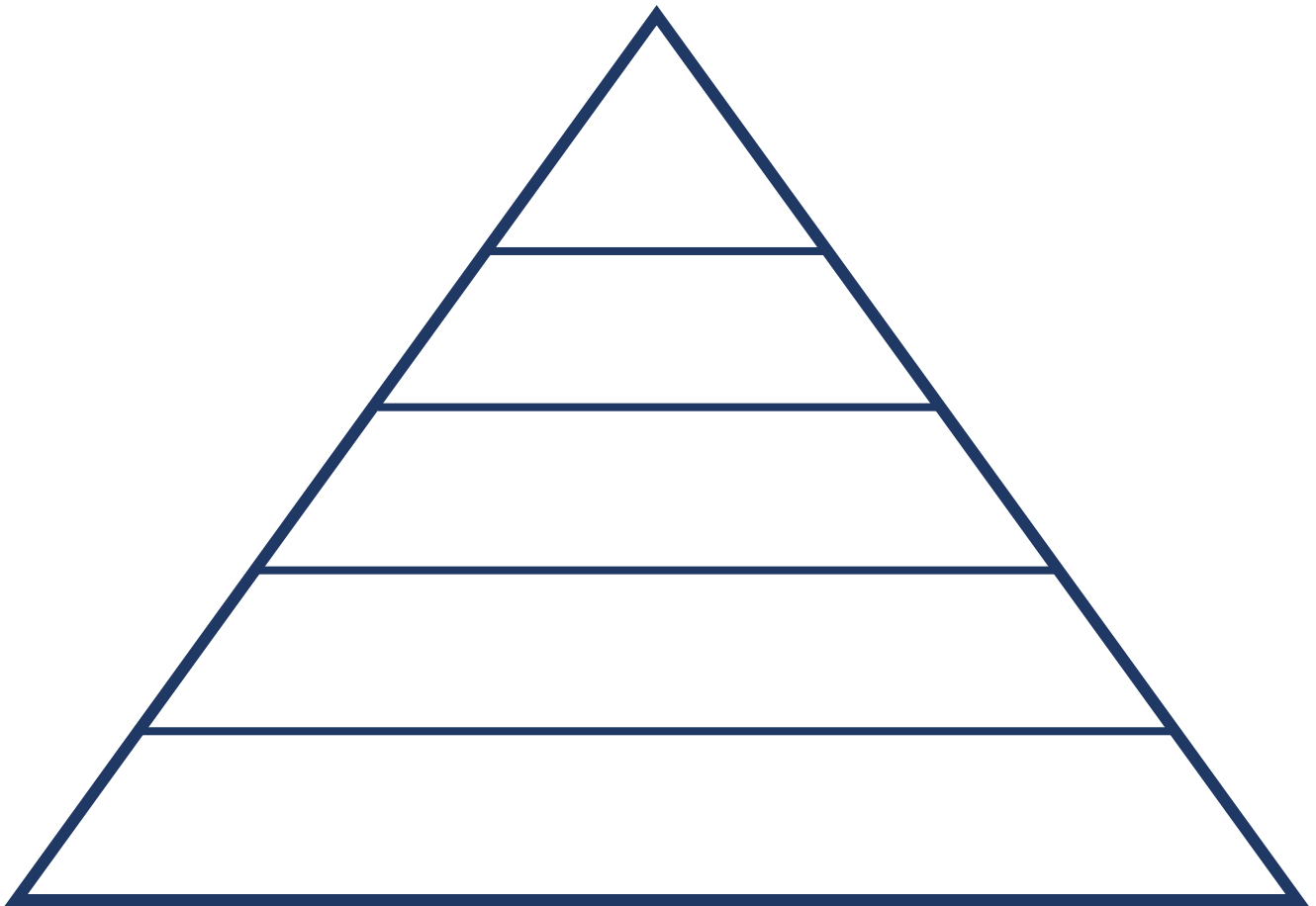
**JILL YOUNG**

**Beliefs about \_\_\_\_\_**

\_\_\_\_\_ **memory of money**

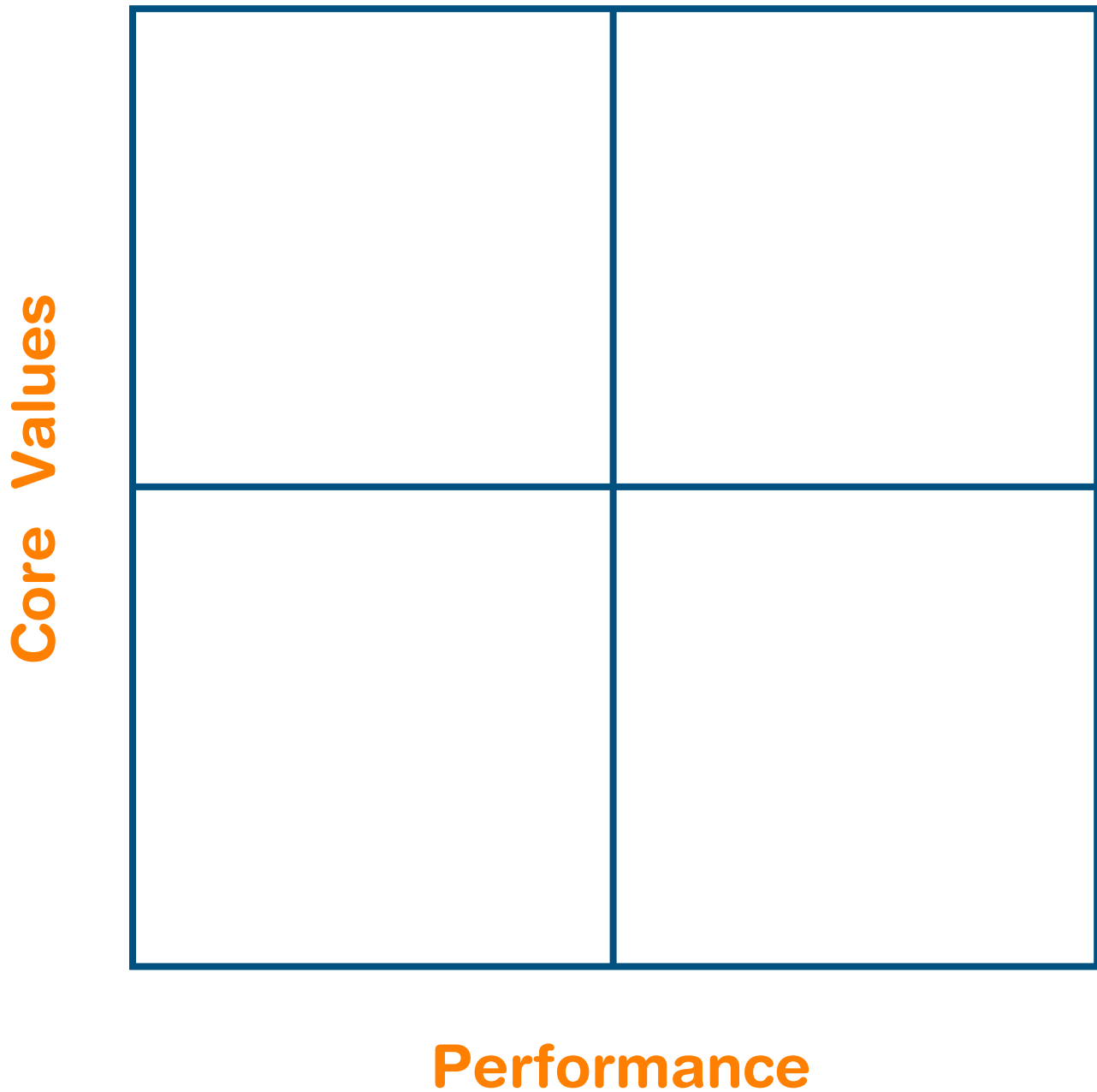
\_\_\_\_\_ **memory of money**

**Money is a \_\_\_\_\_**  
**to \_\_\_\_\_**



**\*\*Maslow's Hierarchy of Needs**

# 4 Types of People



# My Star Value

## Common Star Focus Areas that add value

Focus on:

- 
- 
- 
- 
- 

\*If your company has Core Values – list these too

My company

Me

<p>Yes!</p> <p>My Company oozes this &amp; I have plenty of examples</p>		<p>Yes!!</p> <p>This fires me up &amp; motivates me</p>
<p>Sometimes - when we really must or when pushed by an outside party (client, regulatory)</p>		<p>Sometimes – in the right situation</p>
<p>Rarely – only in extreme or specific situations</p>		<p>Rarely – only in specific or extreme situations</p>

Continue

Start

Stop

# See it

## Big picture Boot Camp Questions

- Why do people buy what my company sells?
- How do we sell our product/service?
- what do we promise our customers? (Hint: Check the website, but don't get distracted.)
- What are the types of costs involved in selling that product/service?
- What problems arise when mistakes are made?
- What need does my department fill?
- What does my boss worry about?
- What problem is my boss trying to solve?
- How do I know that I've done a good job today?

## What do I SEE?

# Say it

**OPEN:** "Hmmm, I've never thought of it that way?"  
"That might work."  
"I'd like to hear what you think about that."  
"What else might be contributing to this problem?"

**HONEST:** "I've noticed that several people in the department don't know how to use the order entry program. Is there something I could do to help them learn it?"  
"Yesterday on the job, we threw away scraps that I think could have been used on other jobs. Is that something we should work on in the future?"  
"It took me three hours to complete the invoicing today and it normally takes only one. The computer seemed slow. Is there something I can do to speed it up?"

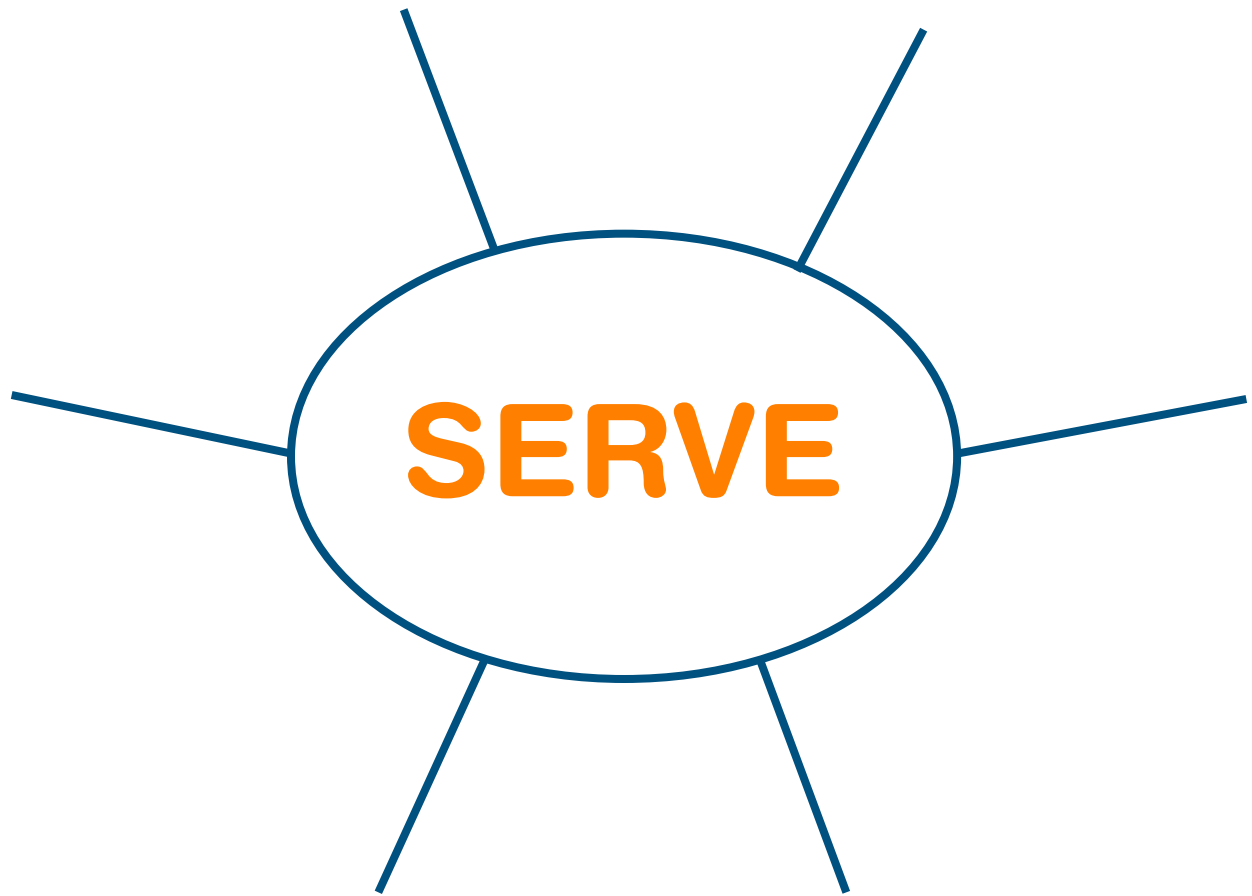
**OFFER:** "Would it be helpful if I ..."  
"Is there something I could do to ..."

## Write your own

Open	_____
+	
Honest	_____
+	
Offer	_____

# Solve it

Notes:



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## My next steps

- 1
- 2
- 3



## Additional Books by Jill

### The Earning Advantage

WORKBOOK

8 Tools You Need to Get Paid the Money You Want



JILL YOUNG

### The Courage Advantage

3 Mindsets Your Team Needs to Cultivate  
Fierce Discipline,  
Incredible Fun,  
and a Culture of  
Experimentation



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### The Thinking Advantage

4 Essential  
Steps Your Team  
Needs to Cultivate  
Collaboration,  
Leverage Creative  
Problem-Solving,  
and Enjoy  
Exponential  
Growth



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## For owners and Leadership Teams



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