

**COMPENSATION:**

*How to Win the Employee Wage Game without Going Broke*

1. While it's important to have transparency in your organization, where do you feel you need to draw the line? What kinds of issues do you expect to arise if you are too open with information?

2. Reflect on a time you chose to work for less money than you could have. What prompted this decision? Looking back, do you feel the decision was worthwhile for you?

3. What kind of strategy does your organization have in place to identify employees who perform poorly vs. those who do good work vs. those who are on fire? In what way(s) is this strategy used to identify employees who honor the organization's values vs. those who don't?

4. What are the strengths of your current compensation strategy? How can you improve upon them?

5. What are the weaknesses of your current compensation strategy? How can you change them?