

September 2017

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# ME's 'Show me the money' Survey.

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# ‘Show ME the money’ Survey.



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# Report Findings.

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In September 2017, ME asked 1,000 working Australians the following questions:

## 01 What will be your single most valuable financial asset over time?

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Your house?

Your relationship?

Your ability to earn income?

Your car?

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**Only 36% knew the correct answer, that your income is the single most valuable asset.**

## 02 Thinking about your working life, what's more important: what you earn or job satisfaction?

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What I earn. **14%**

Job Satisfaction. **23%**

They are both equally important. **62%**

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## 03 How much do you agree or disagree with the following statements about what you earn?

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	Disagree	Agree
It's difficult to find work that's both satisfying and pays well at the same time	<b>26%</b>	<b>74%</b>
I would like to be earning more	<b>10%</b>	<b>90%</b>
I would like to be working more hours	<b>68%</b>	<b>32%</b>
I would like to be earning more	<b>25%</b>	<b>75%</b>
I believe my current skills and experience should attract a higher remuneration	<b>26%</b>	<b>74%</b>
I have the potential to earn more in the future	<b>36%</b>	<b>64%</b>
No matter what I do, I won't be able to increase my earning potential in the future	<b>61%</b>	<b>40%</b>
Investing in myself is important in order to increase my earnings	<b>23%</b>	<b>77%</b>
The state of the economy is limiting my ability to increase my earnings	<b>43%</b>	<b>57%</b>

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## 04 What are the main obstacles to increasing what you earn? Please select all that apply

The state of the economy or economic factors	24%
The job/industry I love just doesn't pay well	23%
Prejudice such as gender or age	20%
Not having the opportunity in my current role to learn and demonstrate new skills	16%
My health	15%
The level of demand for my specific skills and experience	15%
My lack of confidence in approaching the job market	14%
Not taking charge of my own career and having a plan	13%
My skills and abilities	13%
My education	11%
My reluctance to ask for a salary review	9%
My past performance	4%
My over dependence on my manager to do my job	2%
Not applicable - Nothing is stopping me from earning a higher income	19%

## 05 What is your main motivation for increasing your earnings? ?

Pay for the costs of living	25%
Fund a better lifestyle	24%
Retirement	21%
Pay for a house	19%
Pay for education	2%
Social status	2%
Other (Please specify)	1%
Not applicable - Increasing my earning further is not important.	6%

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## **06 What have you attempted to do to increase your earning potential? Please select one.**

Worked as hard as possible in my current job	<b>40%</b>
Increased my education	<b>25%</b>
Changed jobs	<b>19%</b>
Built a strong professional/career network	<b>16%</b>
Acted in a role or taken up secondment opportunities	<b>12%</b>
Followed the job market	<b>12%</b>
Built my own business	<b>12%</b>
Asked for a pay rise	<b>12%</b>
Tested myself in the job market by applying for jobs and attending interviews	<b>10%</b>
Researched my market value	<b>9%</b>
Mapped out a career plan – goals, steps, time frames	<b>8%</b>
Written down my achievements and created a business focused resume	<b>8%</b>
Worked as a volunteer to gain further experience or expertise.	<b>7%</b>
Obtained career advice	<b>6%</b>
Other (Please specify)	<b>2%</b>
N/A I have never increased my earning potential	<b>17%</b>

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**07 You said you've taken the following actions to increase your earning potential. Have they been successful in increasing your earnings?**

	Yes	No
Built my own business	<b>77%</b>	<b>23%</b>
Changed jobs	<b>70%</b>	<b>30%</b>
Built a strong professional/career network	<b>70%</b>	<b>30%</b>
Asked for a pay rise	<b>70%</b>	<b>30%</b>
Acted in a role or taken up secondment opportunities	<b>68%</b>	<b>32%</b>
Mapped out a career plan - goals, steps, time frames	<b>64%</b>	<b>36%</b>
Worked as hard as possible in my current job	<b>57%</b>	<b>43%</b>
Written down my achievements and created a business focused resume	<b>56%</b>	<b>44%</b>
Researched my market value	<b>56%</b>	<b>44%</b>
Worked as a volunteer to gain further experience or expertise.	<b>55%</b>	<b>45%</b>
Increased my education	<b>54%</b>	<b>46%</b>
Tested myself in the job market by applying for jobs and attending interviews	<b>50%</b>	<b>50%</b>
Obtained career advice	<b>50%</b>	<b>50%</b>
Followed the job market	<b>42%</b>	<b>58%</b>

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