

(THE) Affluence CØDE Consulting

ALISON PENA AKA BAD WIDOW'S ONE BIG TIP

HOW TO ASK POWERFULLY AND GET MORE YESSES

STEP 1: REFRAME ASKING

- Remember that people want to say Yes to your requests rather than assuming that they don't
- Remember that the person you ask has the right to say Yes or No so there is no obligation incurred by just asking
- Remember to ask the person who can deliver relatively easily on your request

STEP 2: ASK CLEARLY

- Don't be vague and ask for something impossible or that requires multiple steps to accomplish
- Don't make too small a request because it won't be exciting for you to receive or for the other person to help you with
- Get clear on exactly what you need to ask to move the action forward and get the results you want to make it a win-win

STEP 3: CULTIVATE YOUR NETWORK

- Think of your networks, both professional and personal, as resources which have the potential to deliver on your requests consistently
- Assess your networks periodically, especially after a transition or loss, to determine if you have the right people in them
- Once you know the results you want, proactively nurture your relationships with reciprocity so that, when you are ready to ask, the right person is there

Schedule a 20-minute Resilience Breakthrough call with me to find out how I can support you with your specific challenges at bit.ly/BookwithAlison