



What Do You Need to Ask for?

Often when asking for what we want, we automatically assume that you are going to get a 'No'. Take the risk to ask for whatever you need and want. If someone gives you a 'No', you are no worse off than when you started. If they say yes, you are a lot better off. Just by being willing to ask, you can get a raise, a donation, a room with an ocean view, a discount, a free sample, a date, a better assignment, a more convenient delivery date, an extension, time off, or help with the housework.

There's a specific science to asking for and getting what you want or need in life. Follow these four steps and go for it!

✓ Ask as if you expect to get it. Ask with a positive expectation. Ask from the place that you have already been given it. It's a done deal. Ask as if you expect to get a yes.

✓ Assume you can. Don't start with the assumption that you can't get it. If you are going to assume anything, assume you can get an upgrade. Assume you can get a table by the window. Assume that you can return it without a sales slip. Assume that you can get a scholarship, that you can get a raise, that you can get tickets at this late date. Don't ever assume against yourself.

✓ Ask someone who can give it to you. Qualify the person. "Who would I have to speak to get ...?" "Who is authorized to make a decision about ...?" "What would have to happen for me to get ...?"

✓ Be clear and specific.

The word “No” can feel like the most defeating word because it tends to influence so much of our behavior due to our fear of rejection and loss of self-worth when we hear it. You will learn to shift your mindset when it comes to encountering this word and embrace it for what it really means.

You will mentally replace it with the words “Not right now” because that is all it means. It doesn’t mean it can’t happen or that you’re not good enough. Why are people so afraid to ask? They are afraid of many things such as looking needy, foolish, or inexperienced. But mostly they’re afraid of experiencing rejection. They are afraid of hearing the word no. The reality is that they’re actually rejecting themselves in advance. They’re saying no to themselves before anyone else even has a chance to. Be unattached to the outcome.

Some will. Some won’t. So what?

It’s a wash if you didn’t gain anything by asking because you didn’t lose anything either.

List 3 goals you would like to accomplish in the next 120 days:

These goals can be across any area of your life you would like to improve.

- 1.
- 2.
- 3.

What do you need to ask for in order to achieve them?

How do I stop myself from asking?

Identify the stories you have been telling yourself preventing you from asking for what you want. Remember, if you don't have it yet there must be something blocking you. Go back to the excuses and negative mindset I had shared with you at the beginning of the workshop. These were stories I made up which were holding me back from asking.

What is it costing you not to ask?

In other words, if you're holding off on getting what you want, where does that leave you now? When I was working on Wall Street initially letting self-doubt in, the cost to doing that was feeling a lack of fulfillment and ultimately unhappiness until I took action to pursue what I wanted.

What benefit would I get if I asked?

Fast-forward to receiving the YES you want from asking. How does that serve you? How does it benefit you in the end? If you're having trouble finding the benefit, then you may be asking the wrong question. That's why it's important to have clarity on anything that you ask for. 😊