

FREE  
TRAINING CALL:

# “Why Don’t You Just ASK?”

HOW TO ASK  
FOR AND GET  
WHAT YOU WANT  
IN BUSINESS  
(WITHOUT  
BEING PUSHY OR  
SOUNDING NEEDY)

## HANDY HANDOUT

*“If you don’t go after what  
you want, you’ll never have  
it. If you don’t ask, the  
answer is always no. If you  
don’t step forward, you’re  
always in the same place.”*

— Nora Roberts

*Do you want to  
be a more **savvy**  
& **influential**  
communicator?*

At the heart of holding back and not asking is, 9 times out of 10, fear. Fear of rejection, looking or sounding silly, fear of being selfish, fear of that word NO. It’s always NO until you ask. Until you make your move towards what you want.

### REMEMBER:

- ⇒ **NO doesn’t necessarily mean NO.** It can be translated many ways – it’s rarely about you. “I don’t know / Not Now / Not Me / I want it / I wish I’d thought of it”
- ⇒ **What’s my next best move now?**
- ⇒ **Give people enough information using PEP model:**
  1. **Point** – what you want plus 3 Supporting Explanation Points
  2. What the **bigger picture** benefit is
  3. What the **benefit is for you**
  4. What the **benefit is for them**
  5. **Re-state what you want**, again.
- ⇒ **Discover and align ‘the undeniable truth’.** Something that’s already been said, stated, committed to and link your request with this. You’ll be more convincing and compelling as you ask. Online and in your inbox is a Treasure Chest of these ‘undeniable truths’ for you....
- ⇒ **AND, remember that great philosopher Winnie the Pooh:** “Promise me you’ll always remember: You’re braver than you believe, and stronger than you seem, and smarter than you think.” You are.



# kay white

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