



Ask for What You Want

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.