

Eva DeVirgilis Consulting
evadevirgilis.com

The Ask

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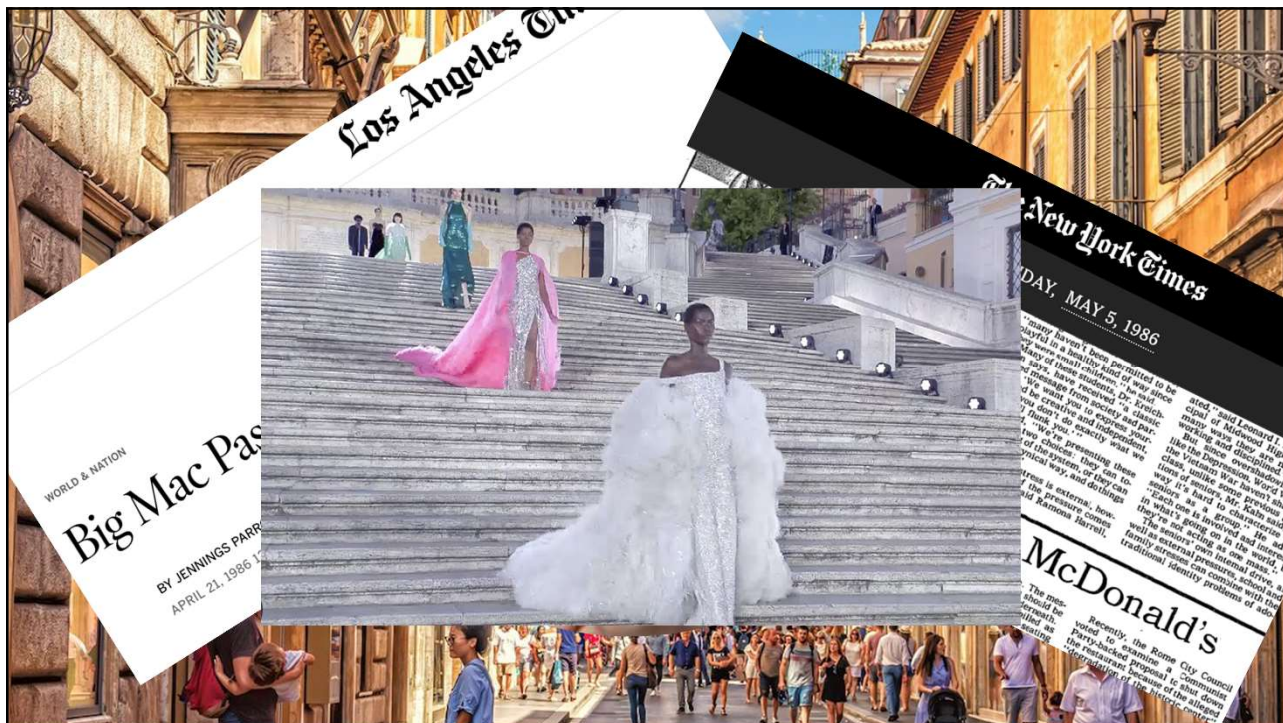
Rome, Italy – The Spanish Steps



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More McDonald's per capita in Rome than in NYC

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Why ASK?

- WATCH OUT, DON'T GET PUSHY
- You should feel LUCKY
- Don't mess things up by asking for more

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*Men Ask 4 times more often than women

**Ask For it* by Linda Babcock
Study from Graduate School at Carnegie Mellon Dietrich College of Humanities and Social Sciences.

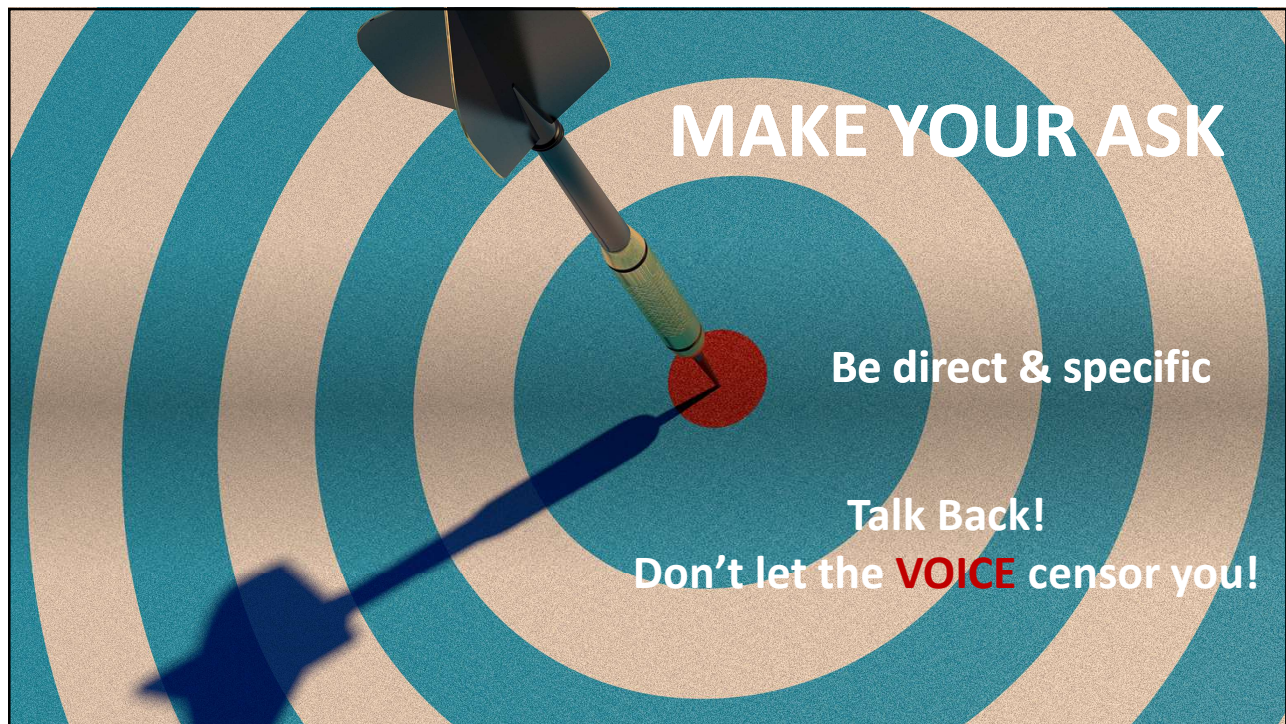
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Building Rejection Resilience

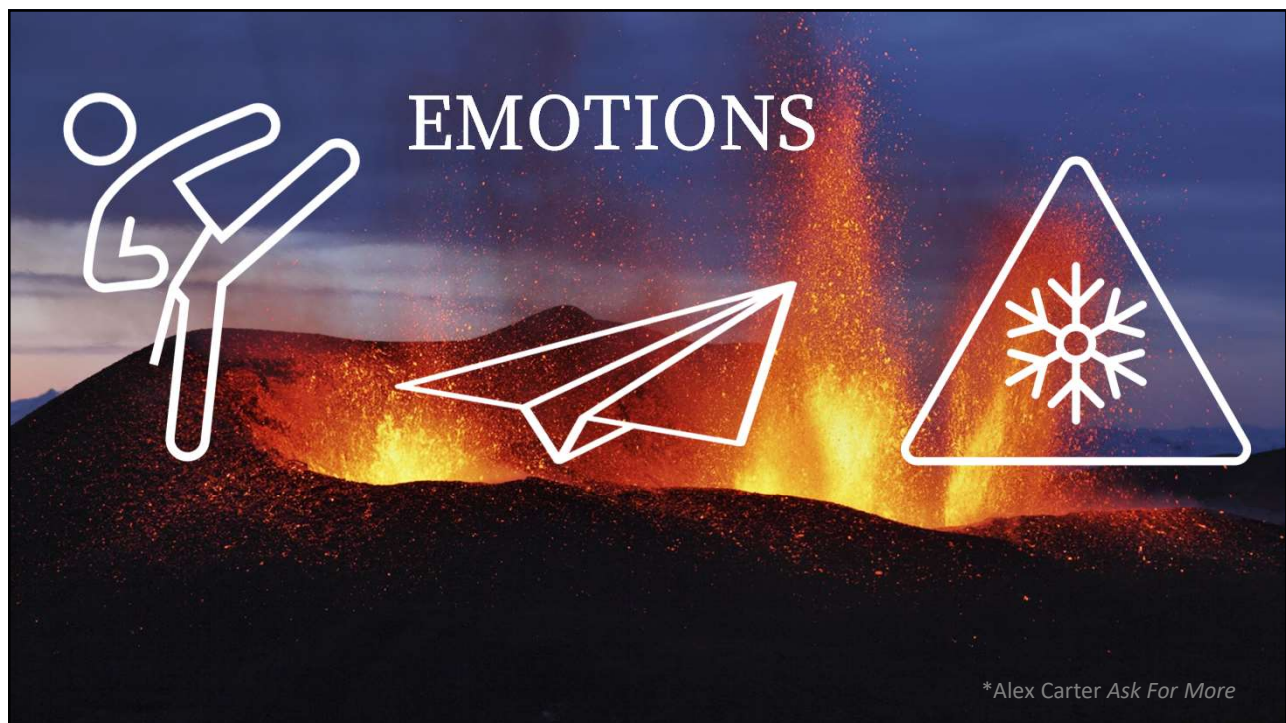
1. Be the broken record.
2. Step away to focus on personal growth, development, and fun.
3. Ask again and become an expert in rejection



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WHAT EMOTIONS MAY YOU FEEL?

“I’m emotional because I’m passionate about this issue.”



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HOW WILL YOU DEAL WITH YOUR EMOTIONS?

- The Prep 4-7-8
- Don’t say, “I’m nervous.”
*Alison Wood Brooks
- Visualization
*Research Study: Columbia Law School



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WHO Are You Asking?



Endlessly
Curious

Their Emotions

Your Response



Their Objections

Your Rebuttal

- "Tell me ..."
- "Tell me more about..."

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ACHIEVEMENTS

- YOUR TOP ACHIEVEMENTS?
- Exceeded sales goal by 15%!
- TEAM ORIENTED ACHIEVEMENTS?
- Facilitated a 'Strength Finders' Workshop with team increased trust & productivity.
- COMPANY ORIENTED ACHIEVEMENTS?
- The workshop went company wide- contributing to culture building and a sense of belonging within company.

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McHistory! COMPROMISE

COLLABORATION

- Prepare 2- 3 compromises
- What do you need?
- Sweat Equity?
- Think long-term relationship building

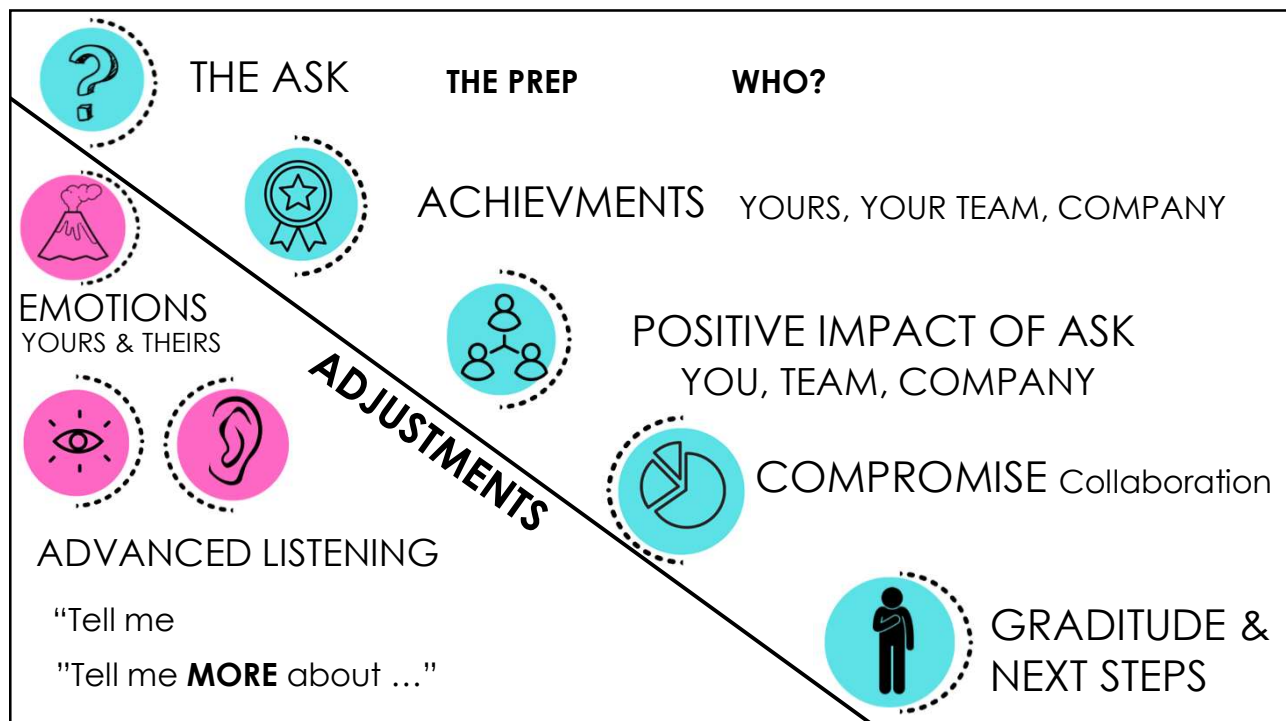
Everyone should feel that they got a piece of the pie.

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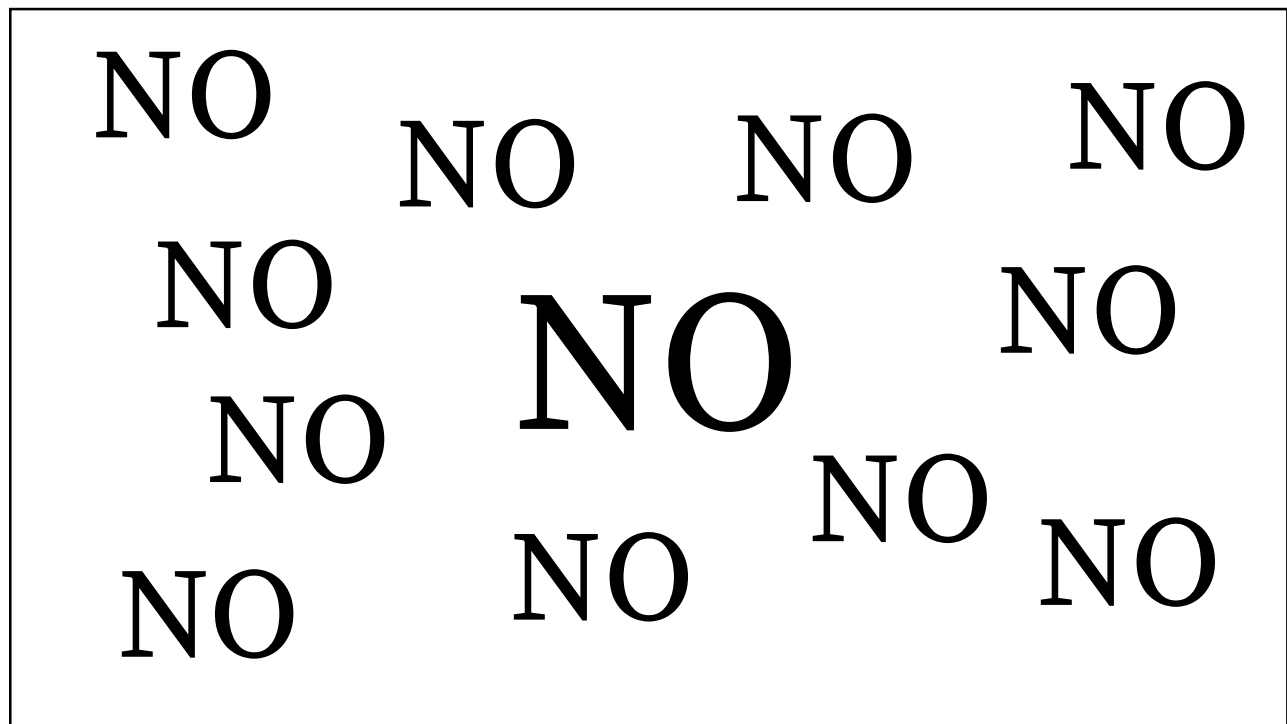


- Regardless of the outcome be gracious
- You can be disappointed!
- “I would love to revisit in 3 months...”
- “Have 3 dates and times
- PREPPED ahead of time
- Long -Term Relationship
- Greatest Negotiators
- **Excessive Joy**

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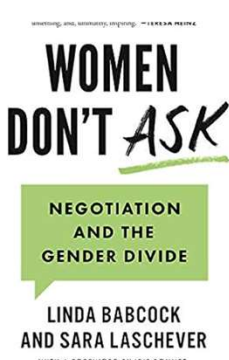

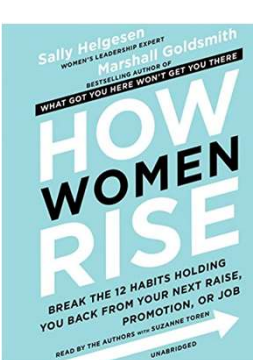
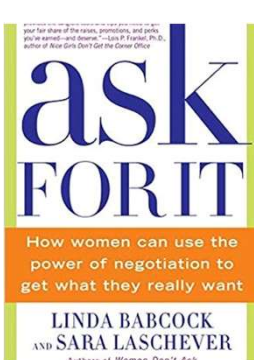
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Rejection Resilience!	THE ASK & THE “NO”		No Perfection, Have fun!
<ul style="list-style-type: none"> Each person gets to practice making an ASK When saying “No” throw in some emotion  “No” person finally says “YES” after 3 or 4 No’s Debrief 	<p>OBSERVERS: If the Asker needs a life-line, feel free to coach on which framework step below they could try next! Cheer each other on!</p> <p>SENARIOS</p> <ul style="list-style-type: none"> Ask for a raise/title Wildcard: Use Your Own ASK! 	<p>BONUS POINTS For ASKER!!</p> <div>  Achievements YOU, TEAM & CO  Positive Future Impacts YOU, TEAM & CO.  Compromise  Gratitude Next Steps </div> <div>   <p>“Tell me...” “Tell me more”</p> </div>	

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Recommended Reading & Resources
EvaDeVirgilis.com



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