

The Ask

5- STEP FRAMEWORK



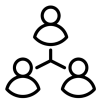
THE ASK

- Be Direct Be specific.
- Read the room- Be prepared to reschedule if not the right time. Have 3 times/dates ready to schedule.
- Actively Listen to their response - Advanced Level Listening
- Make adjustments by saying: "Tell me & Tell me more..."
- EMOTIONS: If emotions run hot be ready to contain your Fight, Flight, Freeze impulse.
- If rejected, have three dates & times prepped for you to revisit the conversation



ACHIEVEMENTS

- Listen & Summarize their response
- Adjust your approach according to their first response/emotion/ rejection.
- List YOUR top achievements
- List top TEAM achievements
- Hand over a creative representation- chart, graph.



FUTURE IMPACTS OF GETTING YOUR ASK:

- Be a time traveler and look to the future! What great things will come from your ASK!?
- Positive Impacts for YOU/ your TEAM/ the PERSON you're ASKING/ the COMPANY/ SOCIETY as a whole
- How will this make your Asking Counterparts life better?



COMPROMISE

- Prepare 2 to 3 compromises so everyone feels as if they got a piece of the pie, including you!
- What do you Need? What can you live With? What can you live Without?



GRATITUDE & NEXT STEPS

- The greatest negotiators achieve great deals but leave their opponents feeling as though they did too (even if it's not true)
- Be grateful and understanding regardless of the outcome
- Contain Excessive Joy, Sadness, or Frustration
- Plan your next steps to revisit the topic.

The Ask

5- STEP FRAMEWORK

1. THE ASK: BE SPECIFIC, BE DIRECT

EMOTION/S YOU MAY FEEL:

YOUR PREPARATION TO DEAL:

2. WHO: GO GRANULAR

EMOTION THEY MAY EXPRESS:

YOUR RESPONSE TO THEIR STRESS:

OBJECTIONS TO YOUR ASK 1. 2. 3.	YOUR COUNTER TO OBJECTIONS 1. 2. 3.
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3. ACHIEVEMENTS :

SHARE YOUR GREATEST ACHIEVEMENTS 1. 2. 3.	TEAM ORIENTED ACHIEVEMENTS 1. 2. 3.
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4. FUTURE OUTCOMES:

POSITIVE OUTCOMES FROM THE ASK FOR YOU 1, 2. 3..	POSITIVES FOR TEAM/ENTERPRISE/PERSON YOU'RE ASKING 1, 2. 3.
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5. COMPROMISES: WHAT DO YOU NEED?

SO EVERYONE FEELS AS IF THEY GOT A PIECE OF THE PIE; **INCLUDING YOU.**