

Saying no like a pro

What is the price of your 'yes'?

Saying no is the best way to regain control over your life. Get back behind the wheel of your life and prioritise your own needs/goals, rather than ending up at the bottom of your own to-do-list.

When you say no more frequently, you learn to take decisions based on your own desires, knowledge and inner voice instead of fear or guilt.

People who always say yes (to others) are actually very good at saying no; to themselves.

What do you say no to for yourself, when you say yes to others? In other words, what is the price of your yes?

General reflections about saying no

Isn't it naive to think you can do good by everyone?

Why do you long for validation from people that don't mean anything to you?

If people reject you after you say no to them once, are they actually worthy of your affection?

What is the worst that can happen when you say no?

What example do you set for others if you always say yes?

What do you want to say yes to more often?

Who or what comes first to you?

How can you learn to say no?

In a nutshell, a polite rejection consists of 3 elements:

1. Thank the other person for his/her request
 - I am happy/honoured that you consider me.
2. Decline politely yet firmly
 - And unfortunately, I can't help you
3. End on a positive note
 - I wish you the best of luck

When someone asks you something you can go through 3 steps that will help you make a decision.

1. Connect to what the other person is asking
 - a. Ask practical questions:
 - i. What do you expect?
 - ii. When is it due?
 - iii. What did you have in mind?
 - iv. How much time will it cost?
 - b. Inquire about the importance:
 - i. Why is it important to you?
 - ii. Why do you ask me that question?
 - iii. What do you gain by it?
 - iv. What is the intrinsic value for you?
2. Put your needs next to the other's
 - a. What is the impact of the request on you? What does the question mean? What actions should you take to accommodate the request and how much time will it cost?
 - b. What plans have you made and which ones will you effectuate?
 - c. What are you rejecting by saying no? The full or a partial request?
3. Explore alternatives together
 - a. The importance of thinking in terms of and-and. How can you accommodate each other's needs?
 - b. The other person is responsible for the final decision because it was his/her question in the first place.