

How to Get What You Want When You Want It – The Power of Asking

By Bill Sparkman, The Coach

First of all, you must know right up front that the world responds to those who make requests. When you begin to ask for what you want, you will be amazed at the kind of things you will receive. It is one of the ways that you really take control of your life. People don't wake up every morning trying to seek you out to find out what you want. They really have more important things to do than making sure that your dreams are fulfilled. By asking for what you want, you are steering your life in the right direction that you want to go. The most wonderful gifts come to those who are not only clear about what they want but are willing to keep asking until they get it, no matter what. Persistence is a tool that didn't have to be learned. All children are persistent naturally. Many adults unlearned the power of asking and persistence. Maybe it is time to remember some of the ways you used to ask for things and bring them back into action. Here are some steps that might help you get started asking again.

Step 1 - Ask Like You Expect To Get It

Your state of mind plays an important role when you ask for something. You must have a solid level of certainty and expectation in your voice. Sound like you will be amazed if you don't get what you ask for. This state will affect your posture, tone of voice, the words you choose, everything. There have been times that you have asked for something while in this state of mind. Remember how you felt then - you knew you were going to get it.

Step 2 - Ask Someone Who Can Give It to You

Before you ask someone for something, be sure they will be able to give it to you. If someone doesn't have the authority to say yes, no is the only answer they have. There are people who are very motivated to help you, but the only problem is they aren't able or capable to deliver a yes. If you aren't asking the right person, be sure to find them. Don't stop asking. Kids don't get discouraged by a no; they just keep seeking out the person that will give them what they want. If mom says "no", the child responds "Then I will go ask Daddy". If he says no, they will call grandpa.

Step 3 – Get the Person's Full Attention

If you feel your request is important, then it is important that you have the other person's full attention. If they can't give you their attention, make an appointment, ask during a commercial, or ask them to schedule time for you in the future. Often people will say no when they didn't even hear the question. It's one way to get rid of you. Kids do the darndest things to get your full attention. They will scream, knock over a lamp, and jump up and down right in front of you - whatever it takes!

Step 4 - Be Specific

Be certain you are clear and concise about what you are asking for. Make it easy for the other person to say yes. Ask for what you want, and when you want it, not what you don't want. Less words are usually better than more words. You may only have the other person's attention for seconds, so get to the point.

Step 5 - Use a Little Humor

A humorous, well thought out and creative request can truly open closed doors, as well as closed minds. Humor can capture someone's attention. It may also begin to lower one's defenses. Being creative lessens resistance and opens one up to new possibilities.

Step 6 - Be Willing To Give To Get

Kids use this negotiating tactic with ease. "If you let me go outside, I will clean my room when I come back in". They use the power of selling benefits naturally. It has been said that you can get anything and everything in life you want if you are willing to help other people get what they want.

Step 7 - Remember it's a numbers game

1st graders were asked how many times they had to ask their parents for something before they said yes. Their response was "at least 7". The no doesn't even slow them down. Their natural perseverance generally pays off. They have learned at an early age that some will, some won't - so what. So discover what it is that you really want first, then go to work using these steps to getting it and don't stop until it is yours. If you do stop asking before you get it, you probably didn't want it bad enough. When you will no longer tolerate not having what you truly want, you will be persistent in its pursuit.

Until next time..... Keep Winning,
Bill Sparkman, The Coach

Bill Sparkman, "The Coach" is a mortgage industry sales trainer, speaker, and coach. For more information about Bill and his products or to find the date and location of Bill's next seminar, please visit his website www.billsparkmanthecoach.com. To book Bill for your next event, call Heather Greenemeier at 619-429-4055.