

Ask for 100% of what you want

Dear Friends and Colleagues,

Welcome to the first installment of Pat's Words of Wisdom. Each month I will write a short piece sharing with you some of the things I have learned in life.

My hope is that you will learn from things I have done. Some of you will read my words and wish you had heard them long ago. Others of you will read them and say, "I tried that already." Still others of you will not be touched by this month's topic.

Read on. Try new things, take in what works for you and discard the rest.



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Be careful what you ask for, you might get it.

Decide what you want

It is very important that you are clear about what you want. This may not be as easy as it appears on the surface. The more precise and detailed you are about what you want the more likely it is that you will get it. The whole premise of *The Secret* is based on putting what you really want out there for the cosmos to supply.

Imagine that you wanted a pair of new shoes for your birthday dinner and that was the positive energy you put out there. You found the perfect pair on-line and ordered them in time for them to arrive for your special event. They arrived the afternoon of your birthday, just in time for you to get dressed and go out to dinner with your family. When you opened the box you realized they were the wrong color and size. The Secret and positive psychology appeared to have failed you.

You received your new pair of shoes; however, they did not meet your needs.

Those shoes were "new" and that was the only criteria you expressed. Before you ask for what you want, make sure you have all the details in place and all the colors filled in.

Ask for it

Most people have a very difficult time asking for what they want. As a society, we have learned to ask for what we think we can get rather than what we want. Many of us grew up in dysfunctional households where our ability to predict how others would react/respond was a survival skill. Continuing to try to read the minds of people we work and live with every day is a real energy drainer. Think how much cleaner conversations and interactions would be if we clearly stated our own needs and wants and invited others to do the same.

The "no" word

One of the risks of asking for 100% of what you want is that sometimes the answer is "no". When I first started using this approach to life and work, I found colleagues just stared at me

with a glazed look in their eyes. In general, most of people I worked with were very uncomfortable saying "no". They were so accustomed to dealing with individuals who rarely asked for anything outside the box. I had to train my colleagues and members of my family that "no was an okay answer".

Negotiate

When I get "no" for an answer I respond in one of two ways. Sometimes I will ask for what I want again, using different words and/or a different approach. Often this change of perspective makes it easier for the other person to say "yes". The other response is to negotiate. This will be a topic for another time, just know that negotiation skills are wonderful things to have in your back pocket.

Accept the outcome

Once you have asked for what you want, negotiated through the "no's" and gotten what was possible out of the situation, it is time to accept the results and move on to bigger and better things.

This is a labor of love for me. For years I have been sharing my ideas verbally and never gave a second thought to putting them down in writing. I am so happy to have you be part of my new adventure.

I welcome your comments and suggestions for future topics.

Please contact me at pat@breakthroughs4life.com

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