

2017

ASK FOR WHAT YOU WANT . . . and GET IT!

It's all about CONFIDENCE.

Background:

- **95% of us lack it** as some point in our lives. (Attitude Specialist)
- **62% Parents fear a lack of confidence threatens** their child's future. (MarketWired)
- But **Confidence is Critical to forging a successful career.** (Fast Company)

Thankfully, it can be taught and learned. That's where JOHN LIVESAY comes in. John will give real-world tips they can use immediately to help build their confidence - so they can ask for what they want, and get it!

Here are John's Top Tips - happy to connect you with John to chat about them.

1) Build up your confidence to get the courage to ask

- a) Get the butterflies in your stomach to fly in formation
- b) Stack Up Your Moments Of Certainty before you ask
- c) Practice What You Will Say to friends

2) Get specific so the person understands instantly what is it is you want

- a) The confused mind always says no
- b) Ask a question that makes people's eyebrows go up
- c) Grab the heart strings so people open their purse strings

3) What's In It for them? WIIFM

- a) If someone gives you what YOU want, what do THEY Get?
- b) Save time or save people money
- c) Make people feel appreciated and respected

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