

Your Ask

Having the confidence to ask

- What specifically are you asking for?
- Why is this important to you?
- Why do you want, need or deserve it?
- What could be the specific objections?
- How will you manage these objections?
- What is the worst that will happen?
- What are your negotiation points?

Your Team's/Team Member's Ask

Having the confidence to ask

- What specifically is your team/team member asking for?
- Why is this important to your team/team member?
- Why do your team/team member want, need or deserve it?
- What could be the specific objections?
- How will your team/team member manage these objections?
- What is the worst that will happen?
- What are your team's/team member's negotiation points?