



# YOUR ASK HAVING THE CONFIDENCE TO ASK

TIP SHEET NO: 28

**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 MEMBER'S ASK HAVING THE CONFIDENCE TO ASK

## TIP SHEET NO: 28

**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?**