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FOUNDATION MODULE 8 OF 8

HOW TO ASK FOR WHAT YOU WANT

*Master communication frameworks to express
needs effectively in all relationships
4,276 Words*

30-DAY COACHING FOUNDATION
It's My Destiny
www.CharlesPatton.com

Module 8: How To Ask For What I Want

I'm No Longer Afraid To Ask For What I Want

Many people have negative feelings attached to the look of, the tone of, the body language of, facial expressions of, and the sound of, the word "NO!" There are so many reasons for that based on their life experiences.

"No" is used to represent punishment, abandonment, rejection, judgment, withheld love, shame, embarrassment, discipline, being put down, not being good enough, failure, and being wrong, etc. Many times "no" was followed by physical or emotional pain, so there can be a lot of negative experiences attached to the word.

Because of these life experiences, you may not be willing to try new things, ask for what you want or need, feel afraid to hear "no", and feel afraid to say "no".

The no's that you have received were someone else's opinions, which were right for them but not necessarily right for you. Only you can determine what is right for you. It is important to evaluate what others say and then make your own decision. As an adult you are the director of your life's journey.

Be willing to try again and again. Each person and situation is and will be different. Even the person that said no before is different now. The only real failure is giving up.

See yourself getting yeses. See yourself not being affected by others no's... Live your life.

Assignment:

- 1) Make a list of the ways you were told "no".
- 2) Make a list of all the things that you wanted and were told "no" about.

The Question That Changed Everything for Maria

Maria sat in her boss's office, heart pounding, palms sweating. She'd been preparing for this conversation for three months, but now that the moment was here, she wanted to run.

"I've been thinking about my role here," she finally managed. "I'd like to discuss a promotion and salary increase. I believe my contributions over the past two years justify advancing to Senior Marketing Manager with a specific salary increase."

Her boss looked surprised. In five years of working together, Maria had never asked for anything beyond basic job

requirements. She was known as the "easy employee" who never made waves or demanded anything.

"Tell me more about what you have in mind," he replied.

Thirty minutes later, Maria walked out with a promotion, a substantial raise, and a promise to review her performance again in six months for additional advancement. But the real transformation wasn't the promotion - it was the realization that her boss had been waiting for her to ask.

"I had no idea you wanted to advance," he told her. "You never expressed ambition or asked for growth opportunities. I assumed you were content where you were."

That conversation taught Maria three life-changing lessons through It's My Destiny coaching:

1. People can't give you what they don't know you want
2. Not asking is an automatic "no"
3. The worst thing that happens when you ask is the same thing that happens when you don't ask - you don't get what you want

Six months later, Maria was promoted again. Two years later, she left to start her own marketing agency. The skill of asking

for what she wanted became the foundation of every success that followed.

The Hidden Cost of Not Asking

Research shows that people who negotiate salary increases just once during their career earn significantly more over their lifetime than those who never ask. But the cost of not asking extends far beyond money.

The Emotional Cost:

- Resentment toward others who seem to get what they want
- Self-blame for "settling" for less than you deserve
- Anxiety about unmet needs and unspoken desires
- Depression from feeling powerless to change your circumstances

The Relationship Cost:

- Partners who don't know your needs can't meet them
- Friends who don't know your boundaries may inadvertently cross them

- Family members who don't know your dreams can't support them
- Colleagues who don't know your goals can't help you achieve them

The Opportunity Cost:

- Jobs you don't apply for because you assume you won't get them
- Relationships that never deepen because you don't express your feelings
- Dreams that never become reality because you don't ask for help
- Problems that persist because you don't ask for solutions

The Identity Cost:

- You become known as someone who doesn't have needs or desires
- Others make decisions about you without your input

- You develop a victim mentality instead of an owner mentality
- Your self-worth decreases because you're not advocating for yourself

Understanding the Psychology of "No"

The word "no" triggers our most primitive fears because, evolutionarily, rejection from the group meant death. Your brain is designed to avoid "no" to keep you alive. But in modern life, this protective mechanism often prevents you from getting what you need to thrive.

The Childhood Programming:

- "No" often came with angry voices, disappointed faces, or withdrawal of love
- You learned that asking for things caused conflict or upset others
- You developed strategies to avoid "no" by not asking at all
- You created stories about what "no" means about you as a person

The Adult Reality:

- "No" is information, not judgment
- "No" often has nothing to do with you personally
- "No" can change to "yes" with different timing, approach, or circumstances
- "No" is temporary, but not asking is permanent

Case Study: David's "No" Transformation

David grew up with a father who responded to requests with explosive anger: "Don't you know money doesn't grow on trees? Stop being so selfish! You should be grateful for what you have!"

As an adult, David rarely asked for anything. He never negotiated prices, never requested help, never expressed his needs in relationships. He had created the unconscious rule: "Asking for things makes people angry and proves I'm selfish."

David's "No" History Analysis:

- Age 7: Asked for a bike, father yelled about money

- Age 12: Asked to go to friend's sleepover, mother said "You're too needy"

- Age 16: Asked for car privileges, father said "You don't deserve anything"

- Age 22: Asked girlfriend to attend family wedding, she said "You're too demanding"

David's Pattern Recognition: "Every time I ask for something important to me, I get rejected and criticized. It's safer to not ask."

The Breakthrough: Through It's My Destiny coaching, David realized that his childhood programming was making him suffer as an adult. His father's financial stress and his ex-girlfriend's commitment issues had nothing to do with David's worthiness to have his needs met.

David's New Approach:

- "No" means this person can't say yes right now, not that I'm wrong for asking

- Each person's response is about their situation, not my worth

- I can ask different people or ask the same person at different times

- Not asking guarantees I won't get what I want

Result: Within one year, David had negotiated a better apartment lease, asked for and received a promotion, and met his future wife by having the courage to ask her on a date.

Make a list of all the things that you did not ask for because you thought you might hear "no".

The Hidden Dreams Inventory

This might be the most revealing exercise you'll ever complete. Most people are shocked by how many opportunities they've avoided simply because they were afraid of hearing "no."

Categories of Unasked Requests:

Career and Financial:

- Salary increases or promotions you deserved but never requested

- Job opportunities you didn't pursue because you assumed you weren't qualified

- Business partnerships or collaborations you wanted but never proposed
- Investment opportunities you didn't explore because you feared rejection

Relationships and Social:

- Romantic interests you never approached because you feared rejection
- Friendships that never deepened because you didn't invite more connection
- Social invitations you wanted to extend but worried about being turned down
- Boundaries you needed to set but feared conflict

Personal Growth and Dreams:

- Educational opportunities you wanted but didn't pursue
- Creative projects you wanted support for but never asked

- Travel experiences you wanted company for but never invited anyone
- Personal favors or help you needed but tried to handle alone

Health and Well-being:

- Medical questions you didn't ask because you didn't want to seem "difficult"
- Mental health support you needed but didn't request
- Physical accommodations that would help you but seemed like "too much to ask"
- Self-care time you wanted but felt guilty requesting

Case Study: Jennifer's Unasked Requests List

Jennifer, a 34-year-old teacher and single mother, made her list through It's My Destiny coaching:

Career:

- Never asked for the department head position she wanted for 3 years

- Didn't request professional development funding available to all teachers

- Never asked colleagues to cover her classes for important personal appointments

Relationships:

- Never asked her ex-husband to take their daughter overnight so she could rest

- Didn't ask her parents for help with childcare during stressful periods

- Never asked friends to help with errands when she was overwhelmed

Personal:

- Wanted to take art classes but never asked anyone to watch her daughter

- Dreamed of joining a book club but worried about asking for time away

- Needed help with home repairs but felt embarrassed to ask for assistance

Health:

- Had concerning symptoms but didn't ask doctor for thorough testing
- Wanted support for stress management but didn't ask about insurance coverage
- Needed physical therapy for back pain but didn't want to "bother" anyone

Jennifer's Revelation: "I've been living a smaller life than necessary because I was afraid of eight letters: h-e-a-r-i-n-g n-o. I'm actually saying 'no' to myself preemptively to avoid having someone else possibly say 'no' to me."

Jennifer's Action Plan: She committed to making one request per week that she'd been avoiding. Within six months, she had received the department head position, arranged regular childcare support, joined an art class, and started getting support for stress management. Her life expanded dramatically.

What limiting beliefs have those no's caused you to create and act upon?

The Belief System Built on "No"

Every "no" you've received has contributed to an invisible belief system that controls your behavior. These beliefs operate below conscious awareness but determine what you think is possible for your life.

Common "No"-Based Limiting Beliefs:

About Your Worth:

- "I don't deserve good things"
- "Other people's needs are more important than mine"
- "I should be grateful for what I have and not ask for more"
- "Wanting things makes me selfish or greedy"

About Other People:

- "People will think I'm needy if I ask for help"
- "Everyone is too busy to help me"
- "I'll be a burden if I express my needs"
- "People only help others when they get something in return"

About How the World Works:

- "Good things happen to other people, not me"
- "You have to work harder, not ask for help"
- "Life is supposed to be a struggle"
- "If it's meant to be, it will happen without me asking"

About Asking Itself:

- "Asking for things shows weakness"
- "I should be able to handle everything on my own"
- "If people cared, they would offer without being asked"
- "Asking changes the relationship dynamic"

Case Study: Michael's Belief System Excavation

Michael, a 41-year-old engineer, traced his limiting beliefs back to specific "no" experiences through It's My Destiny coaching:

Age 8 - Asked parents for help with homework:

"Figure it out yourself. You need to be independent."

Belief Created: "Asking for help shows weakness and incompetence."

Age 15 - Asked friend to hang out:

"I'm busy with cooler people."

Belief Created: "People have better options than spending time with me."

Age 23 - Asked for promotion at first job:

"You're not ready for that kind of responsibility."

Belief Created: "I'm not qualified for opportunities I want."

Age 29 - Asked girlfriend to move in together:

"That's too serious too fast for me."

Belief Created: "Wanting commitment makes me needy and drives people away."

Michael's Composite Belief System:

"I should handle everything alone because asking for help shows weakness, people have better options than helping me, I'm not qualified for what I want, and expressing my needs drives people away."

The Real-World Impact:

- Worked excessive hours instead of asking for team support
- Never dated anyone longer than a few months
- Stayed in same position for 8 years without seeking advancement
- Had no close friendships because he never initiated deeper connection

Michael's Belief Challenge Process:

1. Evidence Testing: "Is it true that asking for help always shows weakness?"
2. Alternative Explanations: "What other reasons might people have said no?"

3. Success Stories: "Who do I know who asks for things and gets positive responses?"

4. Cost Analysis: "What has believing this cost me over the years?"

5. New Belief Experiment: "What would happen if I acted as if asking was normal and healthy?"

Michael's New Beliefs:

- "Asking for help shows intelligence and resourcefulness"
- "People enjoy contributing to others' success when asked respectfully"
- "I'm qualified for opportunities I'm willing to work toward"
- "Expressing my needs clearly helps relationships thrive"

Make a list of things that you want now, that you do not ask for or do because of your life experiences with hearing "no".

The Current Opportunity Inventory

This exercise reveals what you're missing right now because of old programming. The opportunities available to you today that you're not pursuing because of yesterday's fears.

Present-Day Missed Opportunities:

Professional:

- Clients or customers you could serve if you offered your services
- Speaking opportunities available if you pitched your expertise
- Collaborations that could benefit both parties if you proposed them
- Leadership roles waiting for someone to step forward

Personal:

- Relationships that could deepen if you expressed your feelings
- Social connections available if you initiated gatherings
- Adventures possible if you invited others to join you
- Support systems that could form if you reached out

Financial:

- Investments you could make if you asked for advice
- Discounts and deals available if you negotiated
- Income opportunities if you promoted yourself
- Debt relief possible if you asked for payment plans

Health and Growth:

- Medical care that could improve your quality of life
- Learning opportunities available if you enrolled
- Fitness goals achievable if you asked for guidance
- Mental health support that could transform your daily experience

Case Study: Rachel's Current Opportunity Assessment

Rachel, a 38-year-old graphic designer, identified her present-day missed opportunities through It's My Destiny coaching:

Professional Opportunities I'm Not Pursuing:

- Potential freelance clients in my network who don't know I'm available
- Speaking at local business events about design and branding
- Partnership with web developers who refer clients needing design work
- Teaching design workshops at community college

Personal Opportunities I'm Not Pursuing:

- Asking my neighbor (who I connect with) to have coffee and build friendship
- Inviting my adult children to take a family vacation together
- Asking my brother to help with home renovation project
- Joining hiking group I found online but haven't contacted

Financial Opportunities I'm Not Pursuing:

- Asking current employer for remote work arrangement to save commute costs
- Negotiating better rates with existing clients who value my work
- Asking financial advisor friend for investment guidance
- Requesting payment plan for dental work I'm postponing

Growth Opportunities I'm Not Pursuing:

- Online photography course I want to take but haven't enrolled in
- Working with It's My Destiny coaching to work through career transition anxiety
- Asking artist friends to form accountability group for creative projects
- Requesting flexible schedule to attend evening language class

Rachel's Reality Check: "I'm living like I'm still that rejected teenager, but I'm actually a skilled professional with valuable connections and resources. My fear of 'no' is keeping me from opportunities that are probably waiting for me to ask."

Rachel's 30-Day Challenge: Make one ask per week from her opportunity list, regardless of outcome.

Rachel's Results:

- Week 1: Asked neighbor for coffee - had delightful 2-hour conversation, now weekly friends
- Week 2: Contacted hiking group - joined immediately, met future romantic partner
- Week 3: Proposed design workshops to community college - hired for 3-month program
- Week 4: Asked brother for renovation help - he was excited to contribute, project completed

Rachel's Insight: "Most of my 'no' fears were completely unfounded. People actually enjoy being asked to contribute when it's something they can do."

The Seven-Step System for Asking Effectively

Step 1: Get Clear on What You Want

Vague requests get vague responses. "I need help" is less effective than "I need two hours of help organizing my garage this Saturday morning."

Step 2: Choose the Right Person

Ask people who have the ability and authority to say yes. Don't ask your coworker for a promotion - ask your boss.

Step 3: Choose the Right Time

Timing affects outcomes. Ask your spouse for discussion time when they're relaxed, not stressed. Ask your boss for career conversations during review periods, not crisis moments.

Step 4: Be Direct and Specific

"I'd like to ask you something" creates anxiety. "I'd like to request your help with a specific project" sets clear expectations.

Step 5: Explain the Context

Help people understand why you're asking. "I'm asking because I value your expertise in this area" or "I'm asking because this is important to my goal of..."

Step 6: Make It Easy to Say Yes

Remove barriers. Provide options. Make the benefits clear.
"Would Tuesday or Thursday work better?" instead of "When could you help?"

Step 7: Accept the Response Gracefully

Whether yes or no, respond with gratitude. "Thank you for considering it" maintains the relationship regardless of the outcome.

Case Study: Tom's Asking System in Action

Tom wanted to ask his boss for a 4-day work week but had been avoiding the conversation for months.

Step 1 - Get Clear: "I want to work four 10-hour days instead of five 8-hour days, Tuesday through Friday, starting next month."

Step 2 - Right Person: His direct supervisor, who had authority over scheduling decisions.

Step 3 - Right Time: During their monthly one-on-one meeting when performance discussions typically happened.

Step 4 - Be Direct: "I'd like to request a schedule change to a four-day work week."

Step 5 - Explain Context: "I believe this would increase my productivity and job satisfaction while maintaining full-time hours and availability for all important meetings."

Step 6 - Make It Easy: "I've prepared a proposal showing how this would work with our current projects and team meetings. Would you like me to email it to you before we discuss it?"

Step 7 - Accept Response: "Thank you for considering this. I appreciate you taking time to review the proposal."

Result: Tom's boss approved a 3-month trial period. Tom's productivity increased, and the arrangement became permanent.

Advanced Asking Strategies

The Assumption Close: Ask as if you expect a yes. "When would be a good time to start this project?" instead of "Would you be willing to consider this project?"

The Alternative Choice: Offer options that assume agreement. "Would morning or afternoon work better for you?" instead of "Can you help me?"

The Benefit Focus: Lead with how saying yes helps the other person. "This would give you exposure to our biggest client" instead of "I need you to take this project."

The Social Proof: Reference others who have said yes. "Three other departments have implemented this successfully" instead of just describing your idea.

The Limited Time: Create appropriate urgency. "The application deadline is Friday" instead of leaving the timeline open-ended.

The Reverse Psychology: Sometimes ask for less than you want. "Could you spare just 15 minutes?" often results in longer help because people exceed low expectations.

Common Obstacles and Solutions

Obstacle 1: "I don't want to be seen as pushy or demanding"

Solution: There's a difference between being assertive (clear about needs) and aggressive (demanding compliance). Practice asking respectfully but directly.

Obstacle 2: "I should be able to handle everything myself"

Solution: Independence is good, but isolation is harmful. Even the most successful people have support teams. Asking for help is a sign of wisdom, not weakness.

Obstacle 3: "People will think less of me if I admit I need something"

Solution: Most people respect honesty and directness. They're more likely to think less of passive-aggressive behavior or martyrdom than straightforward requests.

Obstacle 4: "I don't know how to ask without sounding desperate"

Solution: Practice asking from a position of mutual benefit rather than neediness. "I have an opportunity that might interest you" vs. "I desperately need help."

Obstacle 5: "What if they say no and it ruins our relationship?"

Solution: Healthy relationships can handle respectful requests and honest responses. If asking ruins the relationship, it wasn't a strong relationship to begin with.

The Asking Emergency Kit

When you need to ask for something important but fear is overwhelming you:

Immediate Courage Building (10 minutes):

1. Write down the worst realistic outcome if they say no
2. Write down the best realistic outcome if they say yes
3. Compare the costs: Is temporary discomfort worse than ongoing regret?
4. Remember: You're the same valuable person regardless of their response

Pre-Ask Preparation:

1. Practice your request out loud until it sounds natural
2. Prepare for common objections or questions
3. Remind yourself of your right to ask for what you need
4. Visualize the conversation going well

Post-Ask Recovery:

1. Celebrate your courage for asking, regardless of the response
2. Learn from the experience - what worked, what didn't?
3. If you got a no, consider if there's a different ask or different person
4. If you got a yes, follow through excellently to build asking credibility

Accountability Partner Integration

Transform your asking skills with accountability support.

Share these elements with your accountability partner:

1. Your "no" history and limiting beliefs - What experiences created your asking fears
2. Your current opportunity inventory - What you want but aren't asking for
3. Your weekly asking goals - Specific requests you commit to making
4. Your asking successes and challenges - How each request went and what you learned

Accountability Partner Script:

"I'm working on overcoming my fear of asking for what I want and need. I've identified patterns from my past that are keeping me from pursuing current opportunities. I'd value your support in encouraging me to make important asks and celebrating my courage regardless of the outcomes."

Weekly Accountability Questions:

- What important request did you make this week?
- What opportunities are you still avoiding because of fear?
- How did people respond when you asked for things?
- What did you learn about asking from this week's experiences?
- What asking goals do you have for next week?

Success Metrics and Progress Tracking

Daily Asking Courage Score (1-10):

Rate yourself each evening: "How well did I advocate for my needs and desires today?"

- 1-3: Avoided all opportunities to ask for what I wanted
- 4-6: Noticed opportunities but let fear stop me
- 7-8: Made some requests despite feeling nervous
- 9-10: Asked for what I wanted confidently and gracefully

Weekly Asking Progress Review:

- How many requests did I make this week?
- What was my success rate (yeses vs. nos)?
- Which asks felt easiest, and which felt hardest?
- How are my asking skills improving my relationships and opportunities?

Monthly Asking Transformation Assessment:

- What opportunities have opened up because I started asking?
- How has my relationship with "no" changed?
- What asking skills do I still need to develop?

- How are others responding differently to me as I become more direct?

Quarterly Asking Mastery Evaluation:

- How do I handle requests and rejections now vs. 3 months ago?

- What dreams am I pursuing now that I was avoiding before?

- Where do I still need support in asking for what I want?

- How can I help others develop the courage to ask for their needs?

Cross-Connections to Other Life Areas

Your asking skills impact every aspect of balanced living:

Relationships: Clear requests create stronger connections and prevent resentment

Career Success: Professional advancement requires asking for opportunities, feedback, and resources

Goal Achievement: Most goals require help, resources, or cooperation from others

Time Management: Asking for help prevents overwhelm and creates efficiency

Emotional Intelligence: Learning to ask and handle responses builds emotional resilience

Future Self: Your future self is comfortable asking for what they need - this bridges that gap

Balanced Life: Getting support in all 10 life areas requires asking for help

Communication: Asking skills improve all forms of interpersonal interaction

Next Steps

1. Complete your "no" history analysis - Understand what experiences created your asking fears
2. Make your current opportunity inventory - Identify what you want but aren't asking for

3. Practice the seven-step asking system - Start with low-stakes requests to build confidence

4. Make one important ask this week - Choose something meaningful from your opportunity list

5. Track your asking courage daily - Monitor how your willingness to ask improves over time

6. Share your goals with your accountability partner - Get support for becoming more direct

7. Celebrate asking courage - Acknowledge every request you make, regardless of the outcome

Remember: Not asking is an automatic "no." Every request you don't make is an opportunity you don't receive. The worst thing that happens when you ask is the same thing that happens when you don't ask - you don't get what you want. But when you ask, you also have the possibility of getting exactly what you need.

What did you discover?

Take a moment to reflect: How many opportunities have you missed simply because you were afraid of hearing "no"? What would your life look like if you asked for what you wanted as

naturally as you breathe? How would your relationships change if you expressed your needs clearly and directly?

You have the right to ask for what you want. Others have the right to say no. But you'll never know which response you'll get until you find the courage to ask.

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For comprehensive coaching support in developing your asking skills and overcoming rejection fears, visit CharlesPatton.com. Love this content? Share it with others who need it. For information about our referral program on coaching services, visit CharlesPatton.com

WHAT YOU'LL DISCOVER:

- Understanding why smart, capable people don't ask for what they need
- The 7-step asking system that works in any situation or relationship
- Common asking mistakes to avoid that sabotage your requests
- How to handle "no" gracefully and learn from it without taking it personally
- Negotiation frameworks for when the answer isn't simple yes or no
- Confidence-building exercises to practice asking in safe environments first

Who This Helps:

Anyone who stays silent about their needs, hints instead of asking directly, or feels rejected when people can't read their mind. If you've been taught that asking is selfish or you fear the word "no," this module gives you the courage and framework to express what you want clearly.

45 Day Money Back Guarantee:

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