

**SAY ANYTHING TO ANYONE - ANYWHERE!**

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TO ANYONE - ANYWHERE!**

Develop The Strength To Say No, The Courage To  
Say Yes And The Conviction To Convince Anyone

YES



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# Foreword

**Most of our problems in life come from the fact that we either agree to too much or we refuse things that we later repent. Though we may be highly educated, there is one department that most of us are lacking in... that of saying yes or no at the right place.**

This e-Book delves into that collective shortcoming of the human race. If you think about it, this is quite apt. When we talk about saying anything to anyone anywhere, we are basically jumping between the two extremes—yes and no. Either you are agreeable to what you are told, or you are not. But, it is saying it out loud that matters.

Sometimes when you say yes too much, you end up with too many things on your plate and though you have the talent to do an expert job, a shortage of time could be your downfall. You find that you are not able to do justice to everything that you have taken on. As a result, you lose your credibility, and people lose faith in you. Though you are an expert, your downfall was that you took on too many things. Naturally, you made short shrift of things and everything didn't work out as you had planned.

The other extreme is also a problem. There are some people who refuse almost everything. They have paranoia about accepting anything. Refusal is their default reaction. This could be their undoing though, because by unthinkingly refusing everything that comes in their way, they are probably losing out on a lot of great opportunities.

They are failing to notch up experience and goodwill. They are keeping themselves away from self-development and they are earning much negative press in the process.

And then, there are times when we have a clear and obvious answer between yes and no, and we know that the answer we are giving out is definitely going to hurt the other person. But, we have no alternative. There is nothing we can do. What do we do in such cases?

We need to learn how to accept anything in an elegant manner. We should not take too much on and we should not take on anything that is against the principles that we have set up in life. At the same time, we should make sure that when accepting something, we are getting what we want out of it... whether it is monetary compensation or creative satisfaction, goodwill or plain feeling good. Whatever it is that is our motivation at the moment.

We should also make sure that we are not coming across as too desperate when we say yes to something. Even though we may be blessed with amazing talent, if we say yes to everything, we seem to be too desperate, and people develop a low opinion of us.

Saying no requires some special skill as well. Most importantly, we must do our best to make sure that the person we are refusing doesn't take it too hard.

There should be no bitter feelings because that can create a lot of unwarranted problems in the long run.

Sometimes we need to justify our stance when we are refusing something. We should tell them what the reason is, and, if possible,

give them an option by which they can get their job done. That usually takes care of the bad feelings part because the person whom you have just refused understands that you have not done it because you don't want to help them or because of something you're holding against them.

You need to learn how to strike the right balance between saying yes and no. And there are a lot of things that you have to consider—a lot more than what you probably are considering right now. Then, when you eventually give your answer, you want to make it sound right.

There are times when you will have to give a quick answer. For instance, if someone you are visiting asks you to stay for dinner, you have to give a quick answer. The answer has to sound genuine and still you have to take care you are not doing anything that you do not want to do. This requires you to quickly understand the different parameters that you should think of when agreeing to or refusing something and give prompt answers that ring true.

In this eBook, we are going to speak a lot about how you can do this... say yes or no without sounding too confident or too diffident, and make sure you are not harming yourself or your near and dear ones in any way by your response to the situation. You will learn how to quickly analyze a situation and give an appropriate response according to the situation. This is basic knowledge that everyone must have, but some people need to learn it in order to implement it in their lives.

# Chapter 1:

## *Why We Say Yes When We Want to Say No*

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There are a lot of situations where we end up saying yes when we actually want to say no. We do such a thing and then we rue what we have done. In most cases, you cannot go back and renege on your promise. So, you are faced with a situation where you have to do something that you do not want to do, and you have to do it within a particular timeframe, which makes the issue more difficult.

So, why do we do that? Why do we end up saying yes when we should actually have refused something outright?

It is our inborn tendencies that make us do that. There are several reasons why we end up agreeing to everything that comes our way. Maybe it is the need for appreciation, or maybe it is our greed that makes us think that we can do everything that is offered to us. There are so many different reasons why this may happen, but the end result is usually always the same. It makes us feel miserable for having agreed to do what we didn't want to.

In this chapter, we shall probe into the various reasons that make us accept things as a sort of a reflex action. We shall see why it is our inherent nature to agree to things, and why refusing takes a bit of effort. We will also see how to analyze a particular request that comes our way in such a manner that we can understand whether the best answer for that would be an acceptance or a denial.

In life, some things do not make sense. One of these things is saying yes and saying no. Most of us often find ourselves between a rock and a hard place since we find it very difficult to tell somebody no. We opt to say yes even when we are completely sure that we cannot achieve whatever it is we have promised. Or we really don't want to. This can be termed as an ailment that should be dealt with immediately. The first step in dealing with it is knowing exactly why we find ourselves doing this. Here are some of the probable reasons.

### **Saying Yes Needs No Justification**

To start with, most of us have a need to give explanations. Normally, after you say no you try and give an explanation for doing that. Reasons such as "I can't fit it in" come in handy at such a time. This is exactly what most of us tend to avoid when we say yes. To some, this comes about knowingly while others just find themselves doing it unknowingly. You will find that in such cases, one says yes because it's the easy way out.

### **Saying Yes Creates a Positive Impression... at Least Temporarily**

The other reason why saying yes is so easy, unlike saying no, is the urge to be liked. Deep inside, each and every one of us lies some kind of urge to be liked by those around us; it is just our nature. We're people pleasers by nature. This urge to be liked leads us to doing some deeds that benefits others but increases stress on us. As a matter of fact, this is the main reason why saying yes tends to be easier. You can find a situation where someone has a meeting to go to in the evening, but they will miss the meeting in order to take the



neighbor's child for a movie. The main reason for this is the deep urge to be liked by the neighbor. Unless we overcome this urge, saying yes will always seem so much easier as compared to doing the right thing for themselves; saying no.

### **We Are Too Mellow Inside**

The most common reason is that most of us want to be helpful. And unconsciously people use this to their advantage. This is common between people of the opposite sex. Several phrases always work their magic. A good example is "no one can do it better than you" or "I do not know what I would do without you". Once someone of the opposite sex uses such phrases when asking for a favor, most of us and especially the kind hearted, say yes without even giving it a second thought. Such behavior never augers well.

There are a number of other reasons that force us into easily accepting saying yes when the correct answer is no. Overall, it is wise to stay strong and stand by what you believe. Do not be easily influenced by those around you.

# **Chapter 2:**

## ***When to Say Yes***

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The truth of the matter is that we agree to a lot more than we should. We accept a lot more things than we can realistically fulfill. This leads to ill health and stress, and may even end up giving us a bad name in the process. If you accept too many things in your line of work, then this is something that can jeopardize your prospects really quickly. And before too long you get a reputation you really don't want to have...someone who doesn't keep their word.

We need to learn when to say yes. Naturally, accepting everything is something that has to be avoided, but we cannot deny everything also. We have to take on some things.

This chapter speaks about what you can say yes to within a realistic and pragmatic boundary. You should say yes to things that work for you, that are advantageous to you and that fall within the rulebook you have made for yourself in life.

Read on to know what you can say yes to, without compromising on yourself in the least manner.

### **When to Say Yes**

Saying yes too much can end up having some pitfalls. These pitfalls will depend on the situation that the yes answer is being given. Since many situations vary, the pitfalls will also vary. One situation that can bring undesirable results for example is saying yes when offering

help. In the event that a person is in a situation that they need help, sometimes people offer to help them.

However, there might come a time when the helper has reached a point that they can't continue to help. And feelings get hurt.

Following certain steps is the best way to know how to say yes in all and any eventualities.

The first thing that should be done is an evaluation of the reason why you have to make a decision. You might find that a person will want some financial help from you. When this happens, you can decide to agree or to disagree. You can agree by looking at the situation in a thorough manner.

- The first thing that you should ask yourself is if you are able to offer the help that is needed. For example, if someone wants a certain amount of money and you have it, you can easily say yes. But before you say yes, you should look at the person who is asking you for the money. They may be an addict and therefore will use the money for the wrong reasons. If this is the case, clearly you should avoid giving them money.
- Secondly, the person might be having an emergency. This might be medical or otherwise. In such a situation, you can squeeze yourself and see if you can agree to give them some money. Make sure that they understand that the money was to be used in a certain way so that they pay you back as soon as possible.
- Thirdly, you should make sure that you are not going to be inconvenienced when you agree to something. There are some

people who are too generous and they agree to things that will inconvenience them. They may not realize it but the inconvenience might lead to other negative results. To avoid such a situation, a person should make sure that they can remain comfortable when they agree to do something for someone.

Making sure that you do not inconvenience yourself is a great way to make sure that you have a long and productive life. When one follows such guidelines, they will avoid a lot of stress in their life. They will have smooth relationships and they will also succeed in most of the things that they do. This is one of the secrets of happy, successful people.

# Chapter 3:

## *When to Say No*

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There are times when we have to say no. We have no option, and we have to refuse the opportunities that come along our way. We have to understand that we cannot do everything, of course, and hence refusal becomes an important weapon that we must use.

But, when we are refusing something, we are already treading a very delicate line. Nobody likes to hear a refusal. If we are saying no to something, taking care that we do not end up offending them is a very important thing we have to do. We don't have to justify our reasons, but we should make our refusal reasonable and pleasant.

In short, saying no isn't something that we can do just like that. We have to give some thought and only when we are seriously not able to do something should we refuse it. Without guilt.

In this chapter, we see about the situations in which we can say no, and it would be justified.

### **Saying No**

In life, some things are better off when they are left alone. This is why it is very important for each and every one to learn how to say no to things that will not bring any kind of benefit to his or her life. Most of us find it very difficult to do this. This can be attributed to the fact that many people tend to follow the will of others all in a bid to make them like you. We're people pleasers at heart.

However, this is not necessary. In fact, by saying yes to everything other people say, then you end up saying no to yourself. This is not healthy.

Overall, use the word no wisely. Do not just use it anyhow. At times, it might sound rude depending on the situation it has been used. Here are some cases when the word no is to be used.

*When the favor is beyond your capabilities or resources*

At times, people tend to ask for favors that are extreme. But since we have this urge to be liked, especially with persons of the opposite sex, we find ourselves saying yes. In the end, we get inconvenienced and at times we do not even fulfill whatever it is we had promised to do. Actually, the other party eventually gets annoyed with you. It is therefore wise to say no in such cases. A good example is if someone asks you to do his or her shopping for her whereas you know that your day's schedule is quite tight. Why not just say no in a good way instead of disappointing him or her!

*If it violates your principles*

I am sure that everyone has some set principles that help them live their day to day lives in the best way possible. Though the principles might be different in terms of character, they still are principles and it is your duty to ensure you never violate them. A good example of a principle is to never have sex with a stranger.

Many have this in their list of principles. If you are one of them, it is up to you to learn how to say no when you come across someone that

expects you to be intimate with them and you barely even know him or her. No matter the situation, stand by your word!

*If your instincts tell you to say no*

Have you ever found yourself avoiding a particular route home in the evening just because you have this bad feeling? This is known as the sixth sense. God created us all with this sense for a reason. It acts as our danger detectors. It tends to warn us when something is not right. In that case, if the sixth sense tells you not to agree to something please do just that. There are cases when people are conned or robbed just because of not listening to their sixth sense. In short, always say no if it does not feel right.

Generally, learn to say no or you might put yourself in great jeopardy by saying yes to everything!

# Chapter 4:

## *The Dangers of Saying Yes Too Much*

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Quite unknowingly, we often end up saying yes to more things than we can handle. We do not always get that this can seriously affect several things that we stand for, including how others see us and more importantly our health.

In this chapter, we will see how saying yes to too many people and too many requests could actually backfire. We may be well meaning about it, we may want to do something to earn more money or do something just because we want to do a favor for our near and dear ones, but if we have too many things on our plate, the danger is that we might not be able to accomplish them all and that is when problems start.

Saying yes to too many things should just not be an option. You have to be sure about what you are doing. Here we see what the dangers of agreeing to too many things can be, and how sticky situations can be avoided.

### **The Dangers of Yes**

Remember the good old days when, we were told to ensure we be good to each and every person we met throughout the week? Back then, this was quite normal. Today, it seems illogical. The same applies to saying yes, since it also entails being good. It might sound silly but it is true; Saying yes to everyone is dangerous. To prove this



theory, let us take a look at some dangers that are associated with saying yes excessively.

### **Denying Yourself**

To start with, saying yes to everyone is the same as saying no to yourself. Often you are denying yourself several things by agreeing to something that someone else wants.

At times, we say yes to favors that are way beyond our capabilities. Therefore, we end up stressing our resources all in a bid to please whomever it is that asked for the favor. We sacrifice our comfort for others. This not worth it since it never ends up well.

We always end up fatigued and without having fulfilled the promise we had made. As a result, the other person gets angry with us. I am sure that this is the last thing you had in mind when saying yes. Therefore, be sincere and say “No, I cannot” instead of risking whatever the kind of relationship you had with the other party. If this is too difficult at first, begin by simply saying, “Let me think about that and check my calendar, and I’ll get back to you.”

### **Increasing Your Vulnerability**

Secondly, saying yes excessively increases your vulnerability. You will be the key target for many predators. In this case, predators refer to the likes of con artists, scammers or even thieves.

Recent research shows that about sixty percent of conning and kidnapping situations have been aided by the good will of the victim.

A good example is a situation whereby a stranger asks for a lift in your vehicle. For safety precautions, it makes sense to say no.

Nevertheless, since some have a hard time saying no, they end up getting hurt. I have heard of cases whereby people get conned out of their property just because they did not say no, while some got robbed just because they did not say no to strangers entering their houses. To be on the safe side, learn how to say no especially when it comes to dealing with strangers. We teach our children this and it would do well for us to remember for ourselves.

### **Submission to Others**

In addition to this, saying yes excessively may turn you into a servant unknowingly. This might sound a bit far fetched, but it is true.

Sorry to say, but I am sure some of you are already victims of this. Picture a situation where a particular neighbor or a friend always asks you to help them out on a regular basis. This is because you always said yes since the first time he or she asked you. Ever since then, they always have a reason why they cannot do the thing by themselves and you end up doing it on their behalf.

Have you ever sat down and asked yourself why they would choose you out of the rest of the neighbors or friends? The answer is because they know your weakness; you can never say no! I am not telling to become mean, but be wise.

It is good to be good, but limit it! Practice a little more discrimination.

# Chapter 5:

## *The Pitfalls of Saying No Too Much*

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Just as agreeing to everything that comes your way can be a problem, declining everything can be a problem as well. In fact in this case, the difficulties are more profound. Since no one wants to take no for an answer, this can lead to several delicate situations.

It is for this reason that you have to be completely sure when you are rejecting something that you are absolutely certain that this is something you do not want to do or cannot do and that is the reason you are refusing it. No hidden agendas required.

However, there may be situations when you cannot justify your refusal to someone. This could put you in a tight spot. But, if you are certain about your reason, then you can go ahead and take the step of refusing the thing that you do not want to do.

At the same time, remember that saying no without good reason can have a lot of negative consequences for you.

Least of all, you might miss out on a great opportunity. Most opportunities present themselves quite innocuously at first, and you have the choice to accept it or reject them.

If you reject everything that comes your way, you may not be sure what you are saying no to.

Also, this may become a habit. If you start saying no to everything habitually, then it can garner a negative impression for you. You have

to be careful about such things. In this chapter, we shall see about the various pitfalls in saying no to someone.

## **The Pitfalls**

Saying no is one of the hardest things to do for some of us. Most of us tend to say yes blindly to every little thing people ask us to do and this never ends well. However, there are those that have mastered the art of saying no. Such people are those that are strong at heart and are not easily swayed by what other people think of them. They live their own private lives and do not appreciate people who try to poke their noses in their business. This lifestyle tends to have its own pros and cons. Here are some of its cons.

### **Avoid the Habit of Refusing**

Saying no too much over a long period of time tends to grow until it becomes a habit and eventually leads to a mean mentality. This mentality will gradually grow in you since you it will not be a big deal to say no. Once this mentality fully grows in you, others will even stop asking for favors from you since they are sure you will just say know.

This is risky! Remember, no man is an island. A time will come when you will need some kind help from others and at such a time, you will suffer alone. This is the same as dying a lonely death.

### **Lost Opportunities**

On top of this, you will miss a lot of opportunities that might help in the future. For example, once someone asks you to help him or her

run her business for a day and you say no. That might be a whole truck load of opportunities that you would have benefited from. You might have earned some extra cash, or a possible opportunity that you hadn't thought of by helping that individual. And even though you do not need the cash, there is still a lot that you would have learnt in that short time. Maybe, whatever you would have learnt might come in handy one time or the other. Therefore, think twice before you say no. You might be letting go of a fabulous opportunity.

### **Marring Relationships with Others**

On top of that saying no frequently may lead to poor relations between you and those around you. This comes about because of the poor manner in which you relate and socialize with them. There is no way on earth that you can say no to everything someone asks you and you still end up friends. This is next to impossible. In short, saying no excessively might deny you most of your friends.

### **Against the Human Grain**

Generally, saying no to everything defies the essence of humanity. Humanity entails the manner in which people live together as one. Human beings should help each other out and care for the welfare of their neighbors. This way, some sort of cohesiveness can exist between human beings and as a result; peace will reign.

Therefore, when one goes against this and begins saying no to everyone's wish, the essence of humanity is lost. Overall, I never said that you should never use the word no. Just use where necessary and essential for your own self-care and well-being!

# Chapter 6:

## *Striking the Balance between Saying Yes and Saying No*

We become better people if we can strike the right balance between saying yes and saying no. We should know when to let go and when to draw a line. As we have seen in previous chapters, both saying yes too much and saying no too much can spell problems for us.

When we want to develop the confidence of saying anything to anyone anywhere, we have to be sure that we can say yes or no in the right measure.

Most times, it is thinking about the repercussions that can support the best decision. When we know what our actions can bring, we are then prepared to handle situations and we gear ourselves up for them. We are also able to act in such a way that we can please the greatest number of people. We cannot please everybody, but we should at least make sure that we are able to do something for the greatest good.

A few things determine choosing a negative or positive response. The first thing that will come in mind is the type of situation that requires an answer. In order to have a good balance of the two answers, you should look at several factors. These factors will determine whether you respond positively or negatively. To know these situations, you should evaluate them in a certain way.

The first things that you should consider is the type of question that you have been asked. The question can be a request for something to be done.

*For example, when someone is broke and they are asking you for money, you should be careful how you respond to their request. If you have money and you can spare some of it, you can agree to their request. However, if you genuinely don't have much money, you should respond negatively. Even in the event that you have some little money, the negative answer should be used.*

This way, you will not find yourself without enough money for your use. At the same time, the person who is asking you for the money should also be taken into consideration. If it is a person who you can trust, you should answer positively as long as you have some money to spare. If it is a person who you are unsure of, you can answer negatively in order to avoid future complications.

However, if it is someone who is always asking for help and does not normally refund the money, you should begin to answer negatively most of the time. This will prevent them from coming back to you when they have such a situation.

In some cases, you will find that someone is requesting your expertise on something.

*For example, if you are a technician, the person might need your experience in solving a problem. This can be given freely for the first time. If the person insists on calling you every time they encounter a problem, you should make sure that you answer negatively most of*

*these times. This should be the case when the person is in need of your services and they do not pay for the same.*

Giving a positive answer will ensure that you get the work that was being given. Having this knowledge is very important in maintaining a balance between saying yes and no. Without this balance, you might end up having many things go astray. You will need to have a system where you are able to do your things according to your program. This way, one will easily be successful in life. People who are successful will never have a problem deciding when to say yes or no.

Having this characteristic is the one thing that has made them successful. In the event that you do not follow this procedure, you will end up committing yourself to things that you will not be able to achieve.

Balancing your yes and no answers is one of the main keys to success.



# Chapter 7:

## *Agreeing Elegantly—*

### *Ensuring You Don't Come Across as Too Desperate*

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When you are saying yes to something, there are a few things that you have to keep in mind. You do not have to sound too eager in most situations, because you could end up in some situations that you won't be able to get out of, such as more similar requests coming your way in future. Also, people may develop less regard for you when you behave in a too eager fashion for everything that comes your way.

There are some rules that you have to follow. You have to be elegant about it. At the same time, you have to ensure that you are not doing anything that you do not want to do, because this will make you lose your motivation and you will find it a challenge to finish what you started.

In this chapter, we will see what those rules are for saying yes to somebody without feeling too desperate about it. This is a talent that can take you places!

Life can be very tricky. By becoming aware, you can learn when to say yes and no, whilst at the same time, agreeing in such a manner that doesn't leave you looking desperate.

Agreeing in such a manner can be an easy or hard task depending on the person's outlook. In some cases, a person might be too eager to

agree to something. This eagerness might be interpreted as desperation. In some cases, this sense of desperation might lead to the other person taking advantage of the situation.

In order to avoid such a scenario, one has to know how to control their eagerness when they are being offered something.

*For example, you might be in the service industry. Someone might want to give you a job in your field. If you agree too enthusiastically, they might decide to reduce the amount of money that they are supposed to pay you. This reduction will lead to unsatisfactory compensation on your part. To avoid this, you can practice some things that will make sure you do not end up in that situation.*

The first thing to do is to digest what is being said. If a person or an organization offers you a job, you should first realize the magnitude of what is being offered. Sometimes, one might assume that what is being offered is something they can do easily. This is the case when a person evaluates something at face value.

However, after careful consideration, you will find that the quotation you will be giving from the top of your head might be too low. The best way to avoid such a situation would be to agree to something after thinking it out clearly. You can request the person to give you some time to think about it. This way, you will have the chance to thoroughly evaluate the situation.

After thorough evaluation, some things will come to mind. One of the things that you will discover is the amount of time that is required to handle the task. This will make you plan your time in accordance with the requirements of the situation. Lacking this time factor when you

agree to something, will lead to poor time management. You might end up having problems with time management and not being able to handle the task within the stipulated time.

Agreeing elegantly might be the best decision you ever made. There are several ways that you can go about it. When someone offers something, you can answer saying that you are grateful for the offer but you would like time to consider it.

They will probably understand your reasons and give you a period. You can also suggest that you have some details to discuss before you make a decision. These details will vary according to the offer that is being made. This way, when you agree, you will be perceived as not seeming desperate.

# Chapter 8:

## *Refusing Politely— Ensuring There Are No Hurt Feelings*

Refusals should never be too hard. When you have to say no to somebody, be cautious about it. Refusals or rejections are things that people do not take lightly. Who likes to be refused?

However, there are some ways in which you can go about your refusals and still make sure that no one ends up with hurt feelings. There are some common rules that apply to all types of situations where you are refusing someone. These guidelines will help you make elegant refusals that sound acceptable and you do not lose out on your credibility or make enemies in the process.

In this chapter, we see those rules of refusal. We learn how we can refuse in a polite manner so that it is not taken too hard. In the kind of times in which we live, it is very important to learn these techniques so that we do not generate too much ill will in the process. Rejecting an offer for something has to be done in a way that will ensure the other party will not feel rejected. Doing it this way helps a person understand the reasons for your negative answer.

*A simple example: if a person offers you a cup of tea or coffee, there are two ways that you can answer negatively.*

*In the first method, you will answer no and leave it at that. Using this method is not advised. This is because the other party might take the rejection personally. They might think you rejected them because of something else. This might not be the case but the other*

*party will not be able to understand you did not have any bad intentions. They might think that you do not want to have tea in their place.*

*The second method is by refusing politely and giving your reasons. It is not mandatory to explain yourself, but sometimes it is advisable. You can decline taking the tea or coffee by saying no thanks. You can further explain that you had just eaten. You can further say that you can have water instead. By doing this, the other party will have a full understanding of your reasons for rejecting an offer. They will not have reasons to think that you have other intentions nor will they have hurt feelings.*

The same case will apply in business. A person might offer you a job or a business venture. In this situation, it might be taken the wrong way when you reject an offer out of hand.

However, you can explain to them that your plate is full at the moment and you cannot embark on anything else. You can even assure them that once you are through with what you are doing, you will be ready and willing to work on what they wanted you to work on. Be sure to be thankful for the thought and/or suggestion that they have made.

Most of the business relationships that have gone sour do so because of slight misunderstandings. Someone might think that you are not being respectful and that is why you have refused the offer. They might even think that you do not consider them as worthy people to do business with. This might bring a lot of hurt feelings to the rejected party. And who knows where that might lead!

Relationships are the most sensitive areas for rejection. When someone wants to go out on a date with you and you refuse, it might lead to hurt feelings.

If you are not able to come up with a good excuse, you can tell them that you appreciate the offer but you are already seeing someone. When you tell them this, they will not take the negative answer personally. They will understand that you are committed to someone and if it were not the case, you would have gone out with them. Having such things in mind will help you be able to get what you want without stepping on anybody's toes.

## Wrapping Up

We cannot live without interacting with other people each day, unless we are stranded on an island or something. We need to talk with people; we are social beings after all. We are each other's support a lot of the time and actually, it won't be wrong to say that every individual's progress is pegged on how people around them react to them.

Essentially, this is what brings a lot of requests to us each day. In fact, it will be right to say that almost everything that is said to us is a request in some form or the other. And, everything that we say is a response to that request.

It all boils down to two options. We can either say yes to the request that is placed before us, or we can say no.

There are just these two options. Like a burning bit of plastic that leaves just a speck behind, if we are able to burn all our conversations with people, the speck that will be left behind will be this... whether we say yes or no to it.

That is why, when we wrote this e-Book, we understood that we have to actually write about how people can effectively say yes or no to others. This has to be done in a most convincing manner. Whether you are accepting or refusing something, you have to be genuine and sincere about it. You have to make sure you are not rubbing anyone the wrong way. That is not helpful to you or others.

That is the purpose of this e-Book—to tell you how you can speak with anyone in a convincing manner. Essentially, that means how you can say yes or no to anyone in a convincing manner.

Hopefully, this e-Book has helped you in its objective. Hopefully, now you know how you can say yes or no to someone and really mean it.

[Click here for more inspiration and get instant access to The Extraordinary Life Solution Program.](#)

All the best in your life!!!