

Warning: Are You Being Hit With The Outrageous Askers?

Contributed by Kim Duke
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Right now, I'd bet that within the past 90 days you've been asked to do some pretty outrageous things. It really could be anything -as in these tough economic times people have to get creative. Some of the requests are an immediate NO (and I don't blame you) however some of them may be worth thinking twice about.
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Now - I have a strong belief that if you DON'T ASK then it is tougher to receive. The squeaky wheel gets the grease and all that jazz.

A few months ago my sister put an offer on a home where an elderly lady was moving to a different complex. My sis placed the offer and the lady wouldn't move a cent on her price, however, she said the possession date would work...wait for it....

"...as long as she could live in a spare bedroom with my sister and nieces for 2 weeks."

I kid you not. And she wasn't crazy either. My sis called and told me this story and we laughed so hard I have tears in my eyes NOW just thinking about it.

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This lady wanted to LIVE with my sister and nieces for 2 weeks (not sure who was supposed to buy the groceries, cook, and clean the bathroom.) She was what I lovingly call "The Outrageous Asker."

In Tough Times You Get More Outrageous Requests

As I mentioned before - I'm all about asking for what I want. So many people are afraid to ask as they're afraid someone will say NO.

That doesn't bother me so much. Now... I haven't EVER asked a complete stranger to let me live in their house for 2 weeks. But I have asked for special extensions, mentors, free business class on the airplane etc...and most of the time I get what I want.

Why? Because I know the secrets of ASKING and NEGOTIATION.

Right now, I'd bet that within the past 90 days you've been asked to do some pretty outrageous things. It really could be anything -as in these tough economic times people have to get creative. Some of the requests are an immediate NO (and I don't blame you) however some of them may be worth thinking twice about. And I think you need to be somewhat flexible for these creative requests...BUT (this is a BIG BUT by the way)...

ASK FOR SOMETHING IN RETURN

Why? Because you're in business. And if you want to stay in business lady you ALSO have to be creative AND have boundaries. Remember - for those people who are OUTRAGEOUS ASKERS you have the right to also HAVE AN OUTRAGEOUS REQUEST for them.

That's how negotiation works by the way. And here's a wonderful phrase to help you:

"I'd love to be able to help you with that.
However, in return, this is what I would need from you in order to make it happen."

Try it on for size and see how your Outrageous Askers respond.
As For The Outrageous Story About My Sis?

Well - as you can imagine, my sis wasn't too keen on that deal. So she gently said No and then of course something

even more marvelous stepped in to take its place.

Because remember cupcake.

You don't have to come from a place of desperation and take every Outrageous Asker that crosses your path. You have the right to wait for the next one.

So there.

Love from your bossy Sales Diva,

Kim

Kim Duke, The Sales Diva, provides savvy, sassy sales training for women small biz owners and entrepreneurs. Kim works with clients internationally, showing them The Sales Diva secrets to success! Sign up for her saucy and smart FREE e-zine and receive her FREE Bonus Report "The 5 Biggest Sales Mistakes Women Make" at <http://www.salesdivas.com>