ASK

The key to getting what you want is asking. So many of us don't ask for what we want.

To lessen the likelihood that your ask is rejected, you need to create value before you ask.

You're much more likely to get the result you're asking for when you provide value and overdeliver before the ask.

For example, before asking for a raise from your employer, make sure you're providing value and overdelivering ahead of time so you've demonstrated to your employer how you add to their company. This does not guarantee you will always get the raise, but it will increase the likelihood than when you were not providing as much value and not asking.

Make a list of 10 ways you can add value to before asking for more money or benefits for yourself.

Example: List all of the ways you can provide more value at your job before asking for a raise.

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