

Ask! Ask! Ask!

Lesson Plan

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Based on The Success Principles for Teens: How to Get From Where You are to Where You Want to Be

Principle 13: Ask! Ask! Ask!

You've got to ask. Asking is, in my opinion, the world's most powerful and neglected secret to success and happiness. – Percy Ross

13.1 Asking Creates New Possibilities

Asking is not a sign of weakness; it's a sign of courage and dedication, demonstrating you are willing to pay the price for long-term success.

Take a moment and think of a time in your own life when nothing would have happened unless you asked the first question to get the ball rolling.

13.2 Afraid to Ask?

Why are people afraid to ask? There are many reasons, such as the awkwardness of looking needy, foolish, or stupid.

Take risk! Ask for whatever you need and want. If you do get a no, you're no worse than when you started. And if you get a yes, then you are a lot better off!

13.3 The Art of Asking

1. Ask if you expect to get it
2. Ask someone who can give it to you
3. Be clear and specific
4. Ask repeatedly

13.4 "NO" was Not an Option

With nothing more than a dream and a desire to make a difference you can do something with "NO" not being an option.

13.5 Some Shocking Statistics

44% of all people quit trying after the first sales call

24% quit after the second call

14% quit after the third call

12% quit trying to sell their product to a customer after the forth call

13.6 Just Ask

13.7 Start Asking Now

List the things that you want- but don't usually ask for- at home, school, practice, or work.

Next to each item describe how and why you are stopping yourself from asking. What is your fear? What do you normally fee before you ask for what you need?

Now, write down what it is costing you not to ask. What are you missing out on by not asking for what you need?

Finally, write down how your life would be better if you were to ask for what you need. What benefits would you enjoy? How much faster would you reach your goals?

Write one brief sentence for each thing you listed in number one describing why you should ask for what you want. What would you say to convince yourself to start asking for more in your life?