Three Steps to a Positive No

1. UNCOVER YOUR DEEPER YES
   - Deeper Yes: a core interest, need, or value
   - Express your Yes to the other
   - Stay true to your Yes

2. DELIVER A RESPECTFUL NO
   - Don’t reject, offer respect
   - Keep your tone neutral and matter-of-fact
   - Empower your No with a Plan B

3. NEGOTIATE TO A HEALTHY YES
   - Healthy Yes: a positive outcome or relationship
   - Follow your No with a positive proposal
   - Facilitate a wise agreement

A Positive No is a “Yes! No. Yes?”