Success Through Failure Podcast
Action Plan Episode #150
Jim Harshaw Jr Solo - How to Say No

Saying "no" is hard. Especially when you want to maximize your life and take advantage of every opportunity. Or if you're a people pleaser, like me. Saying "yes" is easy but, little do we know in that moment that we're inherently saying "no" to something else. Your time and energy are limited so you need to spend them on your highest value tasks. If it's at work, saying "yes" to one project means saying "no" to another task that you'd be putting that same time and energy into. If it's in your personal life, saying "yes" may mean saying "no" to working out or spending time with your family.

In this episode, I share how to say "no" and, more importantly, how to determine what do say "no" to so you know what to say "yes" to.

Quotes

"Roy Disney said, 'It's not hard to make decisions whenever you know what your values are.'"

"You should know that your automatic response is not just 'Yes.'"

"When you've done the work to know that you have the right priorities in the four areas of your life – relationships, self, health and wealth – you will know what to say 'No' to."

About Why You Should Say No

1. Inherently saying 'Yes' to something means you're inherently saying 'No' to something else.

2. Either way, you're going to feel some guilt. If you say 'Yes' to something you don't want to do or if you say 'No' to that thing, most of us at some level will feel a little

guilty for saying 'No.' Why not in the end, make the logical choice, the choice that keeps us most in balance and aligns more with our values.

About How to Say No

1. "Let me check my calendar" or "Let me check my other commitment" is a perfectly good answer. You don't have to answer 'Yes' right away. Even if you're not sure what that commitment is, maybe it's a commitment to yourself to workout.

2. "Not now" or "I can't commit to this right now." You're not saying no or never, you're just saying the timing is not right for you right now.

3. "My budget won't allow it." And people get that, they understand it.

4. "If I say 'Yes' to this, that means I have to say 'No' to something else. And right now, I have all my priorities where I need them."

About Saying 'No' Only to Waste Your Time on Mindless Things

"If you've optimized the MAPS (media, area, people, speech), and you have a long-term plan or execution and follow-through, you've earned the right to say 'No.' If you find yourself wasting time, you finding yourself unfocused and unproductive, then you're saying 'No' for the wrong reason. You're saying 'No' so that you can waste your time doing something else."