



POWER CHOICES®
October 2007



Power Choice #10– “No”

Do you believe it is important to be able to say “no” in a positive, yet assertive manner?

Are you challenged with saying “no” personally and professionally?

Do you believe that to saying no does not always mean saying “no way” or “not ever”?

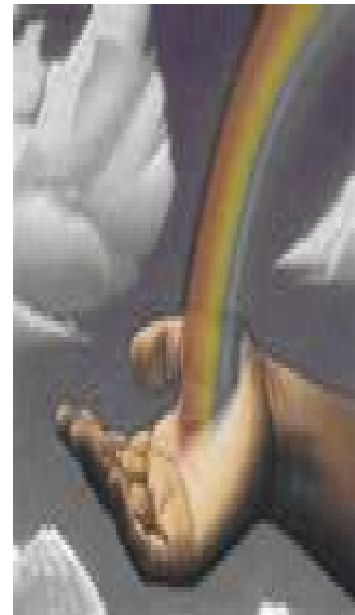
If YOU do (and even if you do not)...
Please read on!

- Learn techniques to that can help **YOU** build stronger skills and capabilities to say “no” for your achieve your desired results
- Learn to identify when and how are the best ways for saying “no” to take your life and your work to the next level!
- Learn the habits and behaviors that enhance your ability to say “no!”

We are interested in helping **YOU** build **YOUR** ability to say “no” more consistently to improve **YOUR** life. If **YOU** desire to have extraordinary assertiveness abilities for saying “no” that will help you to live a life filled with purpose, balanced health, social responsiveness, enhanced ethical behaviors, mental expansion, nurturing family relationships, amazing career performance and financial success, than contact Laura or Leanne to begin **YOUR** first steps in learning on how to **say “no”** and put **YOUR** skills and talents to use help you achieve **YOUR** greatest dreams.

We invite you to our websites (see below) to subscribe to **Power Choices®** and we hope that you choose to discover how choosing to say “no” will help **You** to change **YOUR** life.

The Power of a Positive No
by
William Ury



“Self-respect is the fruit of discipline; the sense of dignity grows with the ability to say no to oneself.”

Abraham J. Heschel

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The Power of Saying "NO"

Laura Novakowski

"The art of leadership is saying no, not saying yes. It is very easy to say yes."

Tony Blair

If your heart is pounding and your feeling disjointed, disoriented, disconnected, just consider that you might be putting yourself in roles, functions, relationships and situations that are actually causing your "dis"- ease and ultimate disease. You might be agreeing to requests and activities that might be detrimental to you, your family, your company or profession leading to ineffectiveness and exhaustion. Consider a very powerful choice and say "**No.**"

No is not being negative.

Saying "**No**" is about knowing your purpose. When you know your purpose, your reason for being in a relationship, a job, a role, a situation, you are able to stay focused and avoid those detours and distractions that come along. Being on purpose allows you to think critically about those strategies and tactics that will take you closer to your goals and objectives. You will be able to make better choices regarding which committees to join, which causes to pursue, which projects, clients, markets or jobs to go after. *A young woman decided to turn down a high paying job with a company that she felt didn't share her environmental values. Instead, she chose a job with an organization that offers education to communities to make more environmentally conscious choices. She loves her job and her life.*

Saying "**No**" is about understanding your strengths well enough to make healthier decisions and then ultimately be able to make ensure a greater contribution in personal and professional situations. As you increase awareness regarding your skills, knowledge, attitudes and behaviors, you will become much more effective in your roles and responsibilities. *A man worked in an organization where there were serious management issues, his strength was to develop talent not destroy morale. He was offered the job to help turn the organization around. He failed to conduct appropriate due diligence to determine what approaches the company would use to make organizational changes. He found himself in the middle of or corporate restructuring that resulted in layoffs and loss of valuable services. He left the company after two years feeling like quite a failure.*

The benefits of saying "**No**" can be significant in terms of time, money, resources and growth. It takes a strong, assertive person to say "**No.**" By being too quick to say "Yes" we often deprive another person of growing and learning. Continuously clarifying your personal responsibilities in life and labor is up to you. As you discern what is important for you, saying "**No**" becomes easier and the "Yes's" become more pertinent.

If you would like a life that is filled with more balance, ease, satisfaction and fulfillment, consider the power of saying "**No!**"

Laura Novakowski, MBA, RN
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To Know is to Truly No
Leanne Hoagland-Smith, M.S.

“True knowledge exists in knowing
that you know nothing.”
Socrates

Thousands of years ago, Socrates being the very wise individual that he was saw that to know means that you know nothing or simply speaking “To know is to truly **NO**.” This play on words is more than that because within the word knowledge or know, the word **NO** appears. Knowing does require using the **NO** word. Please let me explain.

How many times have you been told something from a professional consulting firm to a local newspaper to even a close friend or family member? And, instinctively, something inside you said “**NO**” that is not right or that “does not make sense?”

This experience which you were trying to connect to your belief system was not making sense of this new information or knowledge. What Dr. Cooper talks about in his book “*Get Out Of Your Own Way*” was that **NO** was you gut brain or intuitive self shouting rather loudly at you - **NO, NO**. Your gut brain was in fully engaged and telling you to stop, to learn more, not to take this to heart as fact.

Being able to say **NO** is part of knowing. Not everything we read or hear in the world is correct. We have *Wikipedia* as a prime example. Through existing belief system along with our self leadership skills we learn to make good choices and tough decisions. The word **NO** is our response to that decision making process.

The ability to say **NO** is necessary especially today when people are encouraged to do just the opposite. When we say **NO**, we are making a judgement, a decision about something.

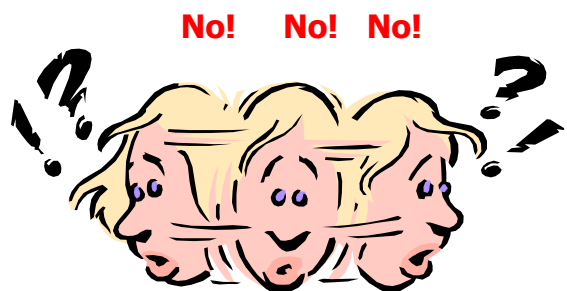
For many making judgements is a negative thing, but it really is a very positive action unless of course we are intentionally hurting someone. And in today’s world of media hype, if you look at someone wrong, you may be hurting them according to this study or that one. Yes, I am being somewhat sarcastic, but sometimes by saying **NO** we are truly acknowledging what is keeping us from reaching that next level of success.

In physics there is an axiom for every action there is an equal reaction. **NO** is the reaction to Yes. We must anticipate each potential **NO** in life and use that NO as a strategy to move us closer to the Yes provided that is what we truly want.

What I have learned is that people with written goals, positive attitudes and great self leadership skills truly understand that to know is to **NO**. Their road to success has been clearly mapped out for them and they know when to say **NO** as they travel that path.

So if you want more Yesses from your life, your profession, and your business, learn to listen for that **NO**. For who knows, it may be the very action that you need to take when you make that next important decision?

Leanne Hoagland-Smith, M.S.
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Transformational Change*
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No, No, No, YES Success

Stephen Sisselman

**“I’m a great believer in luck,
and I find the harder I work
the more I have of it.”**

Thomas Jefferson

Life can be a playground full of swings, jungle gyms, slides and ladders. In our years of childhood education we learned “playground behavior”. This behavior is one of our first glimpses into interacting with people on varying levels above and below us both intellectually and physically. People above us ask for things, demand things, and expect things from a simple task to a level of respect to a request to act in ways that violate one's own set of values. People below us may ask, demand, and expect things that can include permission for action, demanding attention, and an expectation to be available for support 24/7. To be successful in the jungle gym at school or climbing the ladder or slide at work, the ability to set limits and create boundaries are essential for a balanced and healthy life.

The simple word "**NO**" is the first word that we learn to use to express our willingness to interact with others or in reality express our unwillingness to comply with the needs of others. The use of "**NO**" grows with each individual as they learn their own needs and attempt at accomplishing goals. Achieving successful results in a relationship with a co-worker, a partner, a child, or parent, building a strong financial future, living a healthy life, and becoming the president of the United States of America all require the strong development of "**NO**".

Saying "**NO**" means taking ones own perceived needs over the perceived needs of another. It can be seemed as selfish or even rude but if we expect ourselves to perform at our best, we must understand that saying "**NO**" can lead us to true success by understanding our own needs and showing ourselves the respect we deserve.

"**NO**" development takes practice but can lead to a rewarding life full of success. Dreams are really our own visions of future successes and goals. Utilizing "**NO**" to help sculpt our futures is rewarding. As we move forward towards accomplishing the goals, and dreams we have, we learn to utilize "**NO**" in a way to grant us time to balance our lives.

Life is a playground full of swings, jungle gyms, slides and ladders. When building yours, don't forget to add a well-balanced merry-go-round.

Make everyday a day to remember!
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On a scale of 1 to 10, with 10 being extraordinary, score your personal and profession level to achieve my **expectations**:

Does my ability to say **"NO"** help me to achieve my life's purpose? ___

Does my ability to say **"NO"** help me to achieve physical health and wellbeing? ___

Does my ability to say **"NO"** help me to achieve my mental growth and development goals? ___

Does my ability to say **"NO"** help me to in my relationships with family and friends? ___

Does my ability to say **"NO"** help me to better serve my community? ___

Does my ability to say **"NO"** help me to achieve my full financial potential? ___

Does my ability to say **"NO"** help me to achieve my full career, profession or business potential? ___

Does my ability to say **"NO"** help me uphold my beliefs, ethics and values? ___

Does my ability to say **"NO"** help my ability to change and grow personally/professionally? ___

Identifying **YOUR** ability to say **"NO"** can help you to achieve extraordinary goals and live an amazing life. The next step is to start a **Power Choice**© goal achievement system in an area that will help you to achieve **YOUR M.A.G.I.C.A.L.**™ goals.

*If **you** want to discover some exciting tools and techniques to help you to expand **YOUR** ability to say **"NO"** and to help you to double your performance potential please call:*

"We need to find the courage to say NO to the things and people that are not serving us if we want to rediscover ourselves and live our lives with authenticity."
Barbara De Angelis



"Learn to say 'no' to the good so you can say 'yes' to the best."
John C. Maxwell

Laura R. Novakowski

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