Two questions that will greatly increase people’s respect for you and cause them to appreciate, treat and pay you better

Question 1: “Do I have your permission to intervene and protect you from anything or anyone that might harm your financial or personal future… including you?”

Question 2: “In the event that I will need to prevent and/or stop you from making a hasty or even foolish decision that I am convinced you will regret, how shall I do that?” (i.e. in person, by telephone, email, firmly/adamantly or what?)

I usually ask these questions when someone has agreed to hire me as a consultant, advisor or coach. When I have asked it, 60 % of the time the client actually laughs with relief, appreciates the protective concern and says, “Thank you, I really need someone to stop me from making some of the dumb decisions I am capable of.” 30 % of the time, people nod in agreement and say simply, “Yes.” 10 % of the time they fire back, “Don’t you even dare!” In the last case I respectfully decline to work with them.

There are none so blind as those who will not see, none so deaf as those who will not hear, none so ignorant as those who will not listen AND none so foolish as those who think they can get through to someone who won’t see, hear or listen.

What good is a second set of protective, objective, disciplined eyes if a person refuses to let you do what really is in their best interest?

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