

Standing Up For Yourself

Coaching Questions

Are you a push over in business? Why?

How do you know that you are a pushover?

- You offer your customers a good deal, and when they ask for a lower price you agree.
- You feel a though you should keep your employees on for a minimum amount of time and give them 3 or more chances before you consider letting the go.
- You take your supplier's first offer when negotiating.

How do we stop this from happening?

Why do you think you are a push over? Are there certain rules that you could utilize that will stop you from being one?

For instance;

- Could you require speaking to at least 3 suppliers for every product or service that you procure?
- Could you have a policy for staff requirements so that letting someone go isn't as personal?
- Could you do due diligence on hiring new people, such as reference checks or on the job interviewing?
- Could you require a pilot period or cancellation time for any new supplier or employee?
- Could you work with potential partners for a period of time before legalizing the arrangement?

Why do you deserve to be successful?

- As an entrepreneur, you are the one who is taking all of the risk and putting in the majority of the effort to make your dream come to life. This is a huge reason why you deserve good things to come to you, and why you deserve to be treated fairly.
- Another tactic is to write down the 100 awesome things about you. This will help to remind you that you shouldn't let people push you around.

Are you pushy?

In this case, you are NOT a push over. Being pushy will help protect your business, but it may also limit your business by reducing the number of partners, suppliers, and employees who want to work with you as you do not appear flexible and easy to work with.

