Hello, hello. Today's show is all about how to say no in a kind way. A lot of us struggle with saying no. We struggle with boundaries and we struggle with giving more than we could or should be giving. It's really tough because we end up not living the life that we want to be living because we're constantly living on other people's terms. So, we're going to be talking all about that today.

Today's show is brought to you by InspiredHustle.com, and that's my new site which is all about helping you figure out goals that excite you and motivate you and things that you dream for and then how to actually make those things happen. There's community and there's training and all kinds of awesomeness. To learn about that, just go to InspiredHustle.com. So, onto today's episode.

Saying no. So, as I mentioned, boundaries are something that so many of us struggle with. Myself, I know that I really identify as an over giver and I wouldn't be surprised if you do too. I think it's something that a lot of us feel. It's just this constantly giving and giving and giving.

Generosity is something that is such a big value for people. People love being generous. I love describing myself as generous and so it's hard to know when is too generous. And then it's also tough when friends and family if they need something because sometimes we do have to sacrifice and make ourselves uncomfortable for the people we love if they're in more need in order to do things for them.

And that being said, even though you do need to sacrifice sometimes, sometimes there's also times when we need to put ourselves first. The thing is if we don't say no, there are so many bad things that could happen. Number one is we feel more stressed, and so our bodies start to just feel crappy. We feel overwhelmed and it starts to take a toll on our vitality. We also start to chip away at our integrity.

How can we commit to goals and commit to doing things, and commit to changing things if we keep saying, "yes," when we mean "no?" We just start to train ourselves that our word means nothing to ourselves. Even if we don't say it out loud, if we are feeling in our body that we are a "no" to something, and we're saying "Yes," it's like we don't trust ourselves. We don't listen to ourselves. It chips away at the integrity.

The other thing is by saying "yes" when we mean "no," we start to live our lives on other people's terms even though it doesn't make sense for us. And I've talked about this a couple of times. I like to think a lot about

where I'll be on my death bed. Am I going to make sure that I've maximized life? I don't want to be sitting on my death bed and thinking, "Yeah, I lived my life for other people. I did what they wanted. I wasn't really paying attention to what I wanted." That's just not cool. So, I think it's just really important to say "no" more often. I get why it's hard to say "no."

There are so many reasons why it's easier to just say yes because we have a fear of upsetting people. A lot of us don't like conflict. We want to be liked. We have a fear of being rude. We have a fear of discouraging people. I know sometimes I'll get people who want me to be on their podcast, or they'll want me to promote something that's theirs, and I might not have the time or even the desire, but I still feel bad because I don't want to discourage them. Sometimes we genuinely want to help people or do things, but it just doesn't make sense at this time because of commitments that we have.

So, all that said, I have thought a lot about how to say no in a way that has kindness and tact. What I've really come down to is that it's not so much saying "no" that's a problem, it's really how you say it. So, I've tried this a lot. I've actually been told by multiple people - it's so funny - that I've given them the nicest "no" that they've ever gotten. That's what I'm going to share how to do here too, is how you can say "no" in a way where everyone leaves feeling okay.

So, really there's all kinds of ways that you can say no depending on how well you know somebody. I was actually doing some research for this to see what other people would say about this. A lot of advice was to tell people to come and check back later, or "I'll think about it," and you'll go back to them and all this stuff. For me, I just feel like it's such a waste of time for everybody if you don't just give a very direct answer because why say that there is potential of hope if there really isn't? It's just going to make it still in your psychic energy, their psychic energy. If your answer is "no", just be a "no."

So, here are three different ways that you can respond and you're going to be able to use them differently depending on how well you know somebody. The first one is you can just be completely direct with a "no." So, just boom. No. If you know somebody well and you feel comfortable doing this and you don't want to have to pad all the other stuff, you can just say - it doesn't have to be like, "no," period, but you can say, "I can't this time," or "Sorry, not today." "That won't work right now, but I'll get back to you if anything changes." "I really appreciate you thinking of me,

but I've really got too much on my plate right now." So, those are all direct "nos," but they're not nasty or mean or triggering in any way. And the thing is that you really don't owe anybody an explanation, really, as to why your "no" is a "no." So, if you just want to go with that, you totally can.

Another thing you can do is if being direct is too hard for you or you feel like it's not nice or whatever story you have around it, you could also tell people why and if you can offer them a resource you can do that as well. So, I've mentioned the Xerox experiment in another podcast, and I kind of fumbled it up then, so this time I just copied and pasted it from a website so I can read it from there. But basically the premise is that there's people in line to use a copying machine at a college, and somebody goes and does an experiment. So, as the control experiment, there is somebody who is a stranger and he goes into the line and he asks a few people standing in line, "Excuse me, I have five pages, may I use the Xerox machine?" Sixty percent of people let him go in front of the line. So, all he said was, "Excuse me, I have five pages, may I use the Xerox machine?" Boom, 60% of the people let him go.

He came back again and he said, "May I use the Xerox machine because I'm in a rush?" At that point, 94% of people let him copy, let him get in front of the line I mean. Then, just for me, "May I use the Xerox machine," 60%, I'm in a rush, 94%. Then he comes back and says, "May I use this Xerox machine because I need to make copies," and 93% of people let him cut in front of the line. All he said was, "I need to make copies." Well, everybody there needs to make copies, but that shows people that if you can just give somebody a reason it quiets down their brain and it makes sense to them, even if the reason is just asinine.

So, what that means for you in the context of how to say no is that if you can give somebody a reason, usually they'll be able to feel better about accepting the "no." So, you can do that alone and that will be fine. What that would look like is, "I can't get on a call with you right now as I'm traveling and minimizing phone time right now." Or, "I can't do whatever because my schedule is really booked right now." "I can't promote something of yours because my promotional calendar is booked up right now," whatever it is. So, you can just say whatever the reason no is and if you have some kind of a resource that you can offer them, even better.

So, for example, you might say something like - if someone reaches out and says, "Can I pick your brain," you might say, "I'm not open to having my brain picked for free because I've thought about it and it doesn't

really feel respectful to myself, but if you'd like to book a coaching call, you can do so over on my blog." So, you're giving them a "why" and you're giving them a resource. You can say "I can't promote your product right now because I have booked up my promo calendar, but you might try posting this in a [Facebook](#) group of potential partners," and then point them to a group of people who could potentially promote their product. "I can't call you to talk about whatever it is right now because I have a very busy day, but you might want to check this website, it has lots of tips." And then point them to a website. So, you're giving them that "why" that makes their brain feel okay, and if you can offer the resource, then you're leaving them better off than you found them because you're giving them something else that can potentially support them.

So, I think that's probably the best easiest way to go to say no. But the other thing that I wanted to say, your other option for saying "no" is just not answering. So, if you don't know somebody very well, or if you don't know somebody at all, you don't necessarily owe them a response. I've talked about in the past with emails, for example, is a lot of us will spend so much time on email because other people have sent us something and we let our day just get dictated by all these other people's emails. We're not working on our dreams. We're not working on the things that we should be working on because we're just letting our day get dictated. So, the same thing with people asking for things. We don't owe people email responses back. We don't owe people having to come up with the reasons why not. Not that I'm saying you're coming up with the reasons and you're just making things up. Sometimes, it's just, "No, I need to take care of myself today," whatever it is.

But if there's people you don't know, you don't have to respond. I know that this can sound rude. It's just, for me, I started getting hundreds of emails a week from people who started wanting things from me. It started to make me feel really overwhelmed and resentful, wanting to stay away from the email inbox. I simply just stopped answering emails for a while and life was a lot better for me. Now I have my assistant respond to people usually. But I noticed even then when I stopped answering people, a lot of people I never heard from again. Some people followed up. If they followed up, I knew it was important to them and then I would respond again.

But if you're getting a lot of people asking for your help and you're getting stressed about it, don't! You don't owe anybody anything, really. And I know so many of us have really big hearts and we want to help

people, but if it's going to come at the expense of yourself, then just, "No." I mean, if people follow up again and then you feel inclined to, great. But I'm just thinking even of my Twitter stream. I have so many people who ask me to donate to their GoFundMe page, or their Indiegogo, or whatever it is and honestly in the beginning I always felt bad and I would always click over on these pages and I was always donating to all these random things because I know me. The second I click, I start to feel for the other people and I just donate. So, now I just don't even look and I can focus on what I came there to do. If I feel called to look at something, fine. But overall, I don't owe anybody clicking over on anything. Of course, I want to help people but still. You know what I mean? Hopefully, this makes sense.

The way that I look at it, at the end of the day there's some things we just can't get back. We can't get back our time, we can't get back our life. Our health if it starts to deteriorate, sometimes we can work to get it back, but it's a really big pain. If you don't say no more often, you can lose those things, your health, your life, your time in the name of being polite or not dealing with a little conflict and just not taking the effort it takes to get out of your comfort zone a little bit and just say "no." It would be very unfortunate if those things happened.

So, hopefully, this helps and if it does I definitely recommend checking out InspiredHustle.com because this is all about surrounding yourself with like-minded people who are on board for your dreams and there's all kinds of practical things like this to help you keep propelling and moving forward towards the life that you want to create.
All right, have an awesome day, and I'll talk to you soon.

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