



Transcript
Episode 004
Today's Project:
How to say NO
by saying YES!

A Masterclass on a counterintuitive approach to winning back your time!

Jeffrey Mort:

00:00

Today's project: how to say no by saying yes--a masterclass on a counter-intuitive approach to winning back your time. Up next on 3-Phase Radio.

Music: 00:24 (Bluesy rock)

Jeffrey Mort:

00:24

Welcome my friends to episode number four of 3-Phase Radio, your "Transformation Station," a weekly educational program created for skilled electricians just like you. I'm your host, Jeffrey Mort. Thank you for joining us today and the 3-Phase Radio community. Thanks to my friends and family of CryBaby Creek for the rocking intro music. You can enjoy more of their talent wherever music is found, or find them performing live in beautiful southern New England.

Jeffrey Mort:

00:52

Let's get started on some interpersonal skills today--how to say no by saying yes: a masterclass on a counter-intuitive approach to winning back your time. We all have the same 168 hours in our week, and every time you say yes to something, you're actually saying no to something else. You can certainly give someone a straight up no as an answer. But who likes hearing that? So what if you apply a little psychological strategy to let them down easily and win back your time?

Jeffrey Mort:

01:28

First, you need to think about what is most important to you. You'll need to establish your core values. These values could be anything from health, or more specific like sleep, or nutrition, or exercise. Maybe next is family and friends, or your career. And don't forget fun time like vacations or hobbies. You get the idea.

Jeffrey Mort:

01:51

Next, you want to prioritize your personal values and establish your non-negotiables into the top, say, three to five. You can always add more or change them later. I'm a big fan of writing these down so you can see them, kind of makes it real, and then you can make changes as you develop.

Jeffrey Mort:

02:09

Now that you have a good idea of what is most important to you today, you know what you're saying no to. That is anything that takes time away from those core values. So here's how you do it with style.

Jeffrey Mort:

02:24

Let's say, as an example, one of your core values was spending time after work each day with your teenage son, and it's something you both really look forward to. Now, let's say either your boss, or your manager, or your foreman has asked you to work late for a few weeks to help accelerate the project schedule or to implement some changes on overtime. Well, if this really goes against your core value and you want to choose to say no, start by saying yes.

Sound Effect: 02:52 (Brakes screeching sound)

Jeffrey Mort:

02:53

Wait, what? Actually, that's just the start of it. The strategy is a 3-Phase approach.

It goes YES-NO-YES.

Jeffrey Mort:

03:01

Let's break that down. We'll start with A-Phase. The first response would be in the form of a yes. It should sound something like this for our example, "I've always been excited to be part of the team, and to help things get accomplished, to stay on schedule." Can you see how the statement is on the positive and it sounds like a "yes" statement?

Jeffrey Mort:

03:23

Here comes B-Phase. The second part of your response is the most important, which is the "no" part. And it could sound something like this, "unfortunately at this time, staying late would force me to break a prior commitment to an extremely important personal matter."

Do you see how this is a direct but polite "no" statement? It shows credibility and dedication to your word, to something else. It's important to understand that legally, according to most HR policies, any further explanation of what that "personal" matter is, it's not necessary. This is not a shady approach. This is your legal right to privacy.

Jeffrey Mort:

04:06

C-Phase and the third response is another "yes" statement and it ends the delivery like this, "however, if I become available before the opportunity expires, I'll be sure to let you know right away." There's your "yes" statement for closure.

Sound Effect: 04:22 (Ta-da music)

Jeffrey Mort:

04:26

Remember, the YES-NO-YES strategy is best delivered as one sentence so the recipient absorbs it all in one shot. Do your best not to be interrupted in the process.

Jeffrey Mort:

04:37

There you have it. A simple 3-Phase YES-NO-YES strategy to winning back your time. Practice it. Try it with your friends, your family, your co-workers. Try it at the dinner table. The more you use it, the more natural it will become. Soon you'll be seeing the benefits of this technique and using it without any effort. Soon you'll be winning back your time.

Jeffrey Mort:

04:57

Best of luck to you with saying no by saying yes. The important disclaimer here, this strategy is intended to be used to help you stay true to your core values, win back your time, and be the best version of yourself. It is not to be used to avoid your responsibilities, to ditch work, or promote laziness.

Jeffrey Mort:

05:18

Thank you very much and remember that the best investment that you can make is investing in yourself. And we'll see you next time, have a great week.

Music: 05:34 (Bluesy rock)