



50 Ways to Say What You Mean and Get What You Want

by George R. Walfher

Quick Reference Chart

Project Positive Expectations

"I'll have to."	"I'll be glad to."	Make helping others a pleasure, not a burden.
"I'll try to do it."	"I will do it."	Make a commitment and follow through.
"I'd hate to."	"I want to."	Focus on the positive outcome, not what you want to avoid.
"I can't do that."	"I haven't yet and I can."	Recognize your own limitless capabilities.
"My condition is hopeless."	"I can improve my quality of life."	Help yourself recover from physical challenges.
"I wonder if you could?"	"When will you?"	Be specific about expectations; eliminate conditionals.
"That's a problem."	"A challenging opportunity!"	Concentrate on exploring creative solutions.
"I'm no good at..."	"I'm getting better at..."	Replace self-limiting phrases with empowering assertions.
"Spend time and money."	"Invest time and money."	Concentrate on building your returns, not depleting resources.
"This is impossible."	"This can be done."	If you say something's impossible, it is.
"You're bad."	"That behavior is bad."	Guide others positively; separate the person from the behavior.

Give Credit Where Due

"You'll have to excuse my..."	<i>Don't make excuses</i>	Change your imagined shortcomings, or forget about them.
"It's only my opinion."	"I believe."	Describe beliefs and accomplishments proudly and positively.
"I got lucky."	"I planned well and worked hard."	Modestly acknowledge your own role in creating successes.
"I'm really not too good at this!"	"I enjoy doing this."	Do your best without justifications.
"I hold her in high regard."	"I respect and appreciate you."	Give people credit directly when they do things right.
"I'm getting too old."	"I feel good."	Use positive phrases when talking about advancing age.

Rebound Resiliently

"I failed."	"I learned."	Look for lessons and grow from "failures."
"I see negative consequences."	"I see positive consequences."	Look for positive results following unexpected changes.
"If only I had..."	"Starting now, I will."	Focus your attention on choices, not regrets.
"I'm a loser."	"I am a winner."	Think and act positively when you're at a low point.
"I'm going under."	"I'm going to bounce back."	Describe setbacks as temporary, not terminal disasters.
"What if things get worse?"	"That's all; it's over."	Apply your energy to create a more positive outcome.