

## The Art of Negotiation

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The other day, my 10 year old Lawson was asked to do something for his dad and told he'd be paid for his work. After the work was done, he asked his dad how much he would be getting and John, said \$5. Lawson frowned and seemed disappointed in his dad's answer, then he asked \$10? John didn't go for it and Lawson took his \$5 to add to his stash!

A while later, I took Lawson aside and taught him the art of negotiation. The job is far more valuable when it is still undone which means the negotiation must be done up front. I explained that when there is a need, there is a higher sense of value than when the job is done. Sad but true.....when our needs are met, our value of the need diminishes. Just think about the last time your spouse or b/gfriend sent you flowers or gave you a massage. Remember how it made you feel loved and special? Now fast forward to a month later, when your partner then reminded you that you WERE in fact pampered only a *short month ago*, suddenly, the value of those long-since-dead flowers or that pittance little massage are gone!

This cartoon says it all!



So I explained, in 10 year old terms that the next time Lawson was commissioned by his dad with a income-producing task, he should settle the money issue first and we both smiled and went on with our day! Two days later, those words came back to me when I asked Lawson to do something to help me and he asked, "How much can I make for my work?" When I told him we'd figure it out later, he reminded me of the Art of Negotiation! I had to smile and pat him on the back for having listened....and then we negotiated! :)

Do you go through life feeling that your contribution has lost its value? Do you feel unappreciated at work? At home? As a parent? Do you even value yourself? When was the last time you really sat down and did something for yourself? The art of negotiating can be used in all aspects of life but we have to learn to recognize the moments that present themselves in which we can highlight our value. Your challenge is to look for ways that you can recognize your own value. Take care of you! Pamper yourself, spend time with friends and enjoy the feeling of your own value. Here are 5 steps to take:

1. Set clear boundaries for yourself when helping others or taking on tasks for others. It's ok to say "no"!
2. Respect yourself and don't live a life of over-doing.
3. Ask for what you need from your family and friends. If you need a girls night, or family time, make it happen!
4. Accept that you can't make everyone happy and that it is not your responsibility to.
5. Learn to spend time alone doing things you enjoy that are peaceful and that recharge your emotional batteries. People, who can't happily be alone, are people who never seem to find internal joy.

When you begin to see your own value, so will others!