



Asking & Offering: A Perfect Partnership

Two Easy Steps to Getting Help & Giving Back

1. **Ask for help:** It is human nature for us to respond when someone asks us for help. Even a very young child will offer a kiss or a gentle touch when they perceive someone in need. A request coming from a supervisor will usually get a supportive, "How can I help?"

To state your need, say, "I need help with this project. Could you help me, please?"

2. **Offer Choices:** When someone does something for someone else, they like to know they are truly being helpful. But most of us don't like being told what to do. When we are offered choices, with parameters, we are much more likely to comply and feel good about helping.

By offering choices, you let people know that you are confident in their ability to make the right decision. After you've asked a person for help, let them decide how they'd like to contribute.

For example, ask, "Would you prefer to design the layout or calculate the costs?" With a young child, you might say, "I need your help cleaning up the living room. We need to pick up the blocks and put away the books. Which one would you like to do?" You'll find that you're building connections and creating a sense of partnership, while getting a whole lot done.

Don't forget: *Always* honor the choice someone makes. If you don't, you will discount your own credibility and mistrust will begin to destroy the trust you're trying to establish.

If you are interested in receiving more training on this subject for your business, school or church, please contact me at inspire@maureenmould.org, or call 509-452-2296.

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