

VivaNews™ – July 2007 Issue

A Jumping-Off Point™

“Ask and It Shall Be Given”

“You can have everything in life that you want if you will just help enough other people get what they want.” – Zig Ziglar

Recently, I had the honor of speaking for a group of teens who were part of an anti-violence peer mentoring group. What an impressive group of young people they were... intelligent, fun-loving, and full of life. And they were committed strongly enough to being of great service to others to spend two hours of their evening at a monthly meeting - part of it listening to me - and many more hours in the field.

Because I wanted to give back to those teens who were giving of themselves, I decided to use a strategy I had heard of that is often used at executive conferences. I wanted to ensure that these young people would come away from my talk feeling valued and appreciated for all their efforts, in addition to getting the information on the topic I was presenting on “9 Success Strategies For Life: What It Takes To Make It In This World”© (2007 VivaPublishing™). I asked the woman in charge of the group to give me each of the members’ names (what they liked to be called) and to ask each member to list what his/her favorite beverage and snack food was. I went a step further and asked that each member supply me with the names of his/her favorite singers and singing groups.

The next step was to buy the items that were on the list they had given me. Some were very easy to find, some were a challenge but no request was considered too much trouble. At the presentation there were tented name cards for each of the members. And alongside each of the name cards were the asked for favorite beverages and snacks. A few extra universally liked goodies accompanied their favorites.

As each teen began to take his/her place, I heard a lot of wows and whoops. I heard “I can’t believe she got us what we asked for!” I received some really nice “thank you’s”, mostly in teen vernacular. (Yes, on occasion, I do indeed rock.)

As for the music they most liked? I featured their favorites at the beginning of my Power Point Presentation where I go over the “Top Ten Reasons I Named My Business Vivacity” (based unapologetically on David Letterman’s Top Ten List) and later in one of the Success Strategies. In the Top Ten, I took out the references to people the teens wouldn’t relate to (e.g., “Reason # 1 why I named my business Vivacity: The name Oprah was already taken”) and added the names of their favorite music artists.

Finding all these artists took some researching online - I found CD covers, the artists’ pictures on sites that sold their music and on their official sites. I took time to listen to some of the 14 artists mentioned. I have to admit, there were even several I liked...I

especially loved the uniqueness of the individual and group names. Every time one of their favorites was mentioned during the presentation, there were cheers and claps. Everyone loves to hear his/her favorite mentioned....whether it's a sports figure, recording artist or whoever/whatever makes us feel good.

A lot of work, sure...but it was well worth it. When I talked about the strategies of "people and relationships first" ("Everything in the world we want to do or get done, we must do with and through people" - Earl Nightingale) and "putting great service to others first and the rewards would follow", I had them stop and think about what it felt like when they realized that they had been listened to and received what they asked for. I asked them to remember this when they were going to work in their careers and would be serving others. The look on many of their faces as the realization dawned on them of how this truly felt was priceless.

My other goal in asking them to give me their lists was to impress upon them the importance of asking for what they wanted...not now as teens when the sense of entitlement is at its peak, but later as adults when accumulated rejections, losses and disappointments make us forget the power of asking for what we want.

Helping others to get what they want and asking for what we want...great jumping off points for our growth and success.

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