

Ask

Catherine DePino

Ask Ryan Levesque,2019-07-02 The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over \$100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

Ask More Frank Sesno,2017-01-11 What hidden skill links successful people in all walks of life? The answer is surprisingly simple: they know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. The right question can provide for us not only the answer we need right then but also the ones we'll need tomorrow. Emmy award-winning journalist and media expert Frank Sesno wants to teach you how to question others in a methodical, intentional way so that you can find the same success that others have found by mastering this simple skill. In Ask More, you will learn: How the Gates Foundation used strategic questions to plan its battle against malaria How turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems How creative questions animated a couple of techie dreamers to brainstorm Uber How journalist Anderson Cooper uses confrontational questions to hold people accountable Throughout Ask More, you'll explore all different types of inquiries--from questions that cement relationships, to those that will help you plan for the future. By the end, you'll know what to ask and when, what you should listen for, and what you can expect as the outcome.

Just Ask! Sonia Sotomayor,2019-09-03 Justice Sonia Sotomayor and award-winning artist Rafael Lopez create a kind and caring book about the differences that make each of us unique. A #1 New York Times bestseller! Winner of the Schneider Family Book Award! Feeling different, especially as a kid, can be tough. But in the same way that different types of plants and flowers make a garden more beautiful and enjoyable, different types of people make our world more vibrant and wonderful. In Just Ask, United States Supreme Court Justice Sonia Sotomayor celebrates the different abilities kids (and people of all ages) have. Using her own experience as a child who was diagnosed with diabetes, Justice Sotomayor writes about children with all sorts of challenges--and looks at the special powers those kids have as well. As the kids work together to build a community garden, asking questions of each other along the way, this book encourages readers to do the same: When we come across someone who is different from us but we're not sure why, all we have to do is Just Ask. Praise for Just Ask: * Addressing topics too often ignored, this picture book presents information in a direct and wonderfully child-friendly way. --Booklist, *STARRED REVIEW* An affirmative, delightfully diverse overview of disabilities. --Kirkus Reviews A hopeful and sunny exploration of the many things that make us unique [with] dynamic and vibrant illustrations [that] emphasize each character's unique abilities. . . . A thoughtful and empathetic story of inclusion. --SLJ

The Ask Sam Lipsyte,2011 Follows the humorous story of Milo Burke, who must reel in a potential done for his former boss at a university.

The Art of Asking Amanda Palmer,2014-11-11 FOREWORD BY BRENE BROWN and POSTSCRIPT FROM BRAIN PICKINGS CREATOR MARIA POPOVA Rock star, crowdfunding pioneer, and TED speaker Amanda Palmer knows all about asking. Performing as a living statue in a wedding dress, she wordlessly asked thousands of passersby for their dollars. When she became a singer, songwriter, and musician, she was not afraid to ask her audience to support her as she surfed the crowd (and slept on their couches while touring). And when she left her record label to strike out on her own, she asked her fans to support her in making an album, leading to the world's most successful music Kickstarter. Even while Amanda is both celebrated and attacked for her fearlessness in asking for help, she finds that there are important things she cannot ask for--as a musician, as a friend, and as a wife. She learns that she isn't alone in this, that so many people are afraid to ask for help, and it paralyzes their lives and relationships. In this groundbreaking book, she explores these barriers in her own life and in the lives of those around her, and discovers the emotional, philosophical, and practical aspects of THE ART OF ASKING. Part manifesto, part revelation, this is the story of an artist struggling with the new rules of exchange in the twenty-first century, both on and off the Internet. THE ART OF ASKING will inspire readers to rethink their own ideas about asking, giving, art, and love.

The Ask Laura Fredricks,2017-10-31 Asking is more than a skill—it's a lifestyle The Ask is your personal manual for building the best, most fulfilling personal and professional life possible. Crafting the perfect ask can fund your new business, support your favorite charity, and get more quality time with your significant other—but it can do so much more than that. It can change your life. In learning how to ask for what you really want and deserve, you lose your fear of rejection and judgement. You create the greatest sense of self-worth that no one can give you, you give it to yourself when you ask. The critical moment is when you turn your skills inward and make the hardest asks, the ones you ask yourself. This book is designed to make you an Exceptional Asker, and in the process, give you the confidence and skills you need to achieve all your goals and realize your dreams. You'll learn how to prepare, what words to use, what to avoid, and how to follow up, and you'll purge the natural hesitancy that has been holding you back for so long. Asking is about empowerment. It shows the world that what you want matters. It defines who you are, where you're going, and who will be by your side. This book provides over 175 sample asks, with clear actionable steps to help you claim your space in relationships, at work, and in the world. Rewrite your own rulebook and find empowerment in asking Learn the simple five steps to craft the perfect ask Discover the secret of the ask - it's two sentences and a question Remove your Money Blockers and turn a bad ask into a win Conquer the hardest asks you'll ever make—the ones you ask yourself Mastering the art of the ask reconfigures your approach to life, and changes the way you tackle challenges and goals. The Ask gives you the skills—and the mindset—you need to accomplish anything you can dream.

Ask Outrageously! Linda Swindling,2017-06-05 Are you asking for what you want or just taking what you are given? Chances are, it's the latter. Linda Swindling will teach you how to ask outrageously and get the results you want.

Ask Like an Auctioneer Dia Bondi,2023-11-14 When we ask, we aim low—asking for what we think we can reasonably get afraid of risking too much, and get nothing at all. The result? We leave money and opportunity on the table. Communications coach Dia Bondi has helped thousands of women advocate for themselves by making big asks. In Ask Like an Auctioneer, she outlines a six-step framework that will help you strategically and confidently ask for more, maximizing the potential of every ask, every time. A communications coach for two decades, Bondi works with top CEOs, VC-backed founders, innovators, and creatives to speak powerfully and elevate their impact. After training as an auctioneer, Bondi translated the strategies she learned from the fundraising auctioneering stage into a program that helps women ask for more in their career and life. Based on Bondi's wildly successful keynotes and workshops, Ask Like an Auctioneer is an actionable guide that shows you the secret to getting out of your comfort zone and into your “zone of freaking out” (ZOFO). Among other ideas, in this book you will learn to: Set your reserve Understand price is a measure of value, not worth Find the offer in every ask Take productive action when you get a “no” Join the thousands of women who are stepping into their ZOFO, asking for more and getting it, and reaching their goals on their own terms.

Making the Ask Scott C. Stevenson,2013-05-13 Originally published by Stevenson, Inc., this practical resource helps nonprofit professionals improve presentation skills; prepare effective solicitation teams; and train staff, volunteers and board members on the ask. It also gives expert advice on approaching donors for major gifts, tailoring individual proposals, and improving efforts to solicit major gifts. Important topics covered include: Closing techniques Donor communication Overcoming call reluctance The science of asking questions Negotiation skills Setting the ask amount Dealing with objections and refusals Prospect conversation starters Major gifts advisory committees Listening skills tips Decision delays Upselling Corporate solicitation Gift proposals Sales skills Evaluating prospects Please note that some content featured in the original version of this title has been removed in this published version due to permissions issues.

The Ask Laura Fredricks,2006-02-17 The Ask is a complete resource for teaching anyone—experienced in fundraising or not—how to

ask individuals, in person, for a contribution to for a local nonprofit or a special event or community project, an enhanced annual gift, a major or planned gift, or a challenging capital campaign gift. Written by fundraising expert Laura Fredricks, *The Ask* shows what it takes to prepare yourself and others to make an effective ask and includes over one hundred sample dialogues you can use and adapt. Step by step, the book reveals how to listen, what to say, and how to follow up on each and every ask until you receive a solid and definitive answer. In addition, *The Ask* covers such topics as how to examine your views on money before making an ask, learn the ins and outs of asking for money, work with others to make an ask, determine if you should or should not ask a friend, colleague, or peer for money, figure out how many asks you can do given your time constraints, and deal effectively with all the responses you will get to an ask.

Ask It Andy Stanley, 2014-10-21 You'll Never Make a Decision the Same Way Again Should I take this job? Buy this house? Marry this person? We ask questions every day about the choices we face. But are we asking the most important question of all? In *Ask It*, Andy Stanley identifies the one question that makes it easy to determine the answer to all other questions. You'll learn how to make decisions with confidence simply by applying the question that brings clarity to life's most challenging decisions.

Vocabulary Ladder for To Ask Timothy Rasinski, Melissa Cheesman Smith, 2014-08-01 Provide opportunities for students to explore and expand vocabularies, increase reading comprehension, and improve writing composition. Assist your students in understanding word relationships and nuances in word meanings related to asking.

Ask The Sales Coach-Practical Answers to the Questions Sales People Ask Most Susan A. Enns, 2019-02-20 Contrary to the popular belief, sales people don't rely on "the gift of the gab" to be successful. Actually, the opposite is true. The best sales professionals spend far more time asking and listening than they do talking and selling. They ask questions of their customers; they ask questions of their colleagues, and they ask questions of their managers. If Oxford defines curiosity as the strong desire to know or learn something, then by that definition, sales people are curious by nature. In fact, that's how sales professionals learn to be professional in the first place. This is a collection of practical answers to questions sales people ask most. Written by Susan A. Enns, a professional sales coach with a proven track record of sales excellence over her 30 plus year career. Her accomplishments include consecutively being the top sales rep in Canada, managing the top sales branch, and achieving outstanding sales growth in a national channel sales organization. She has written several books about sales and sales management and has created numerous automated sales tools. Her work has been published in several locations numerous times and has sold on five separate continents. As such, over the years, Susan has been asked many questions by many sales people. After a while, she saw that sales people, regardless of their experience, the products they sell, the industries in which they operate, or the countries where they sell, all share similar curiosities. In other words, although the wording may be different when asked in an email or when asked in person, sales people all ask the same questions, the most common of which are answered in this ebook. As the old saying goes, the only stupid questions are the ones unasked. As a sales professional, you should never be afraid to "Ask the Sales Coach" because you will learn so much from the answers! - Susan really knows the selling world. She's honest, articulate, bright, giving, highly competent, personable and a top professional. Welcome her. It's the right thing to do. - Our company hired Susan as our sales coach. She has helped me make more appointments, close more deals and make more money. The 3 most important concepts in sales. I would recommend any sales force hire her to help boost business sales. - Susan ...understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals. - Susan knows her stuff. She brings many years of great sales experience and success to anyone who wished to improve their skills in sales. She is very personable, and is not afraid to tell it like it is. I would recommend anyone (and I have) to Susan, her website, her books if you want to become a better sales person. - "Thanks for the training... I made my quota this year in May!"

Who Could We Ask? Lee D. Kassan, 2007-05-23 Leading gestalt therapist Michael Kriegsfeld led therapy groups around the world. Gestalt therapy focuses on conflicts between aspects of the self, and the attempt by patients to avoid responsibility for their choices and behavior. When Kriegsfeld died suddenly in 1992, he left 170 three-hour-long videotapes of his work with groups in the United States and Europe. Through excerpts from these tapes, author Lee Kassan provides examples of Kriegsfeld's methods that will be of use to every therapist regardless of his or her field. Divided into five main sections, *Who Could We Ask? The Gestalt Therapy of Michael Kriegsfeld* delivers a revealing, personal portrait of Kriegsfeld. Kassan explains Kriegsfeld's theory of the gestalt model as an alternative to the medical model that dominates the therapy field today. Kassan brilliantly illustrates and explains the procedures that Kriegsfeld used in gestalt therapy. Informative and intimate, *Who Could We Ask?* is a rare glimpse of a master therapist at work.

How to Ask for and Get What You Want Catherine DePino, 2020-10-01 We've all experienced frustration asking for and getting what we want. It plays out regularly with our partners, children, employers, and businesses we patronize. Sometimes we don't bother to ask for what we want, even when it's perfectly reasonable, thinking it will create hard feelings or spark an argument. Often, it's because we don't think we can succeed in getting what we want. But nothing could be further from the truth. *How to Ask for What You Want and Get It: Common Sense Tips That Work* will help readers learn how to ask for what they want and get good results. It teaches them how to stay in the game by using the right words. It also shows how to build rapport by using positive body language. The more you know what makes people operate as they do, the better chance you'll have of helping them see things your way. The most important aspect to negotiating anything is getting the other person on your side. That means the person you're asking has to like and respect you enough to do what you want. Most of the advice in this book employs mindfulness techniques. The mindfulness movement helps people live in the moment, speak more effectively to one another, and settle problems peacefully.

78 Important Questions Every Leader Should Ask and Answer Chris Clarke-Epstein, 2002 Q: What's the one skill that every great leader needs to have? A: The ability to ask and answer the right questions.

Rejection Proof Jia Jiang, 2015-04-14 An entertaining and inspiring account of conquering the fear of rejection, offering a completely new perspective on how to turn a no into a yes. Jia Jiang came to the United States with the dream of being the next Bill Gates. But despite early success in the corporate world, his first attempt to pursue his entrepreneurial dream ended in rejection. Jia was crushed, and spiraled into a period of deep self doubt. But he realized that his fear of rejection was a bigger obstacle than any single rejection would ever be, and he needed to find a way to cope with being told no without letting it destroy him. Thus was born his 100 days of rejection experiment, during which he willfully sought rejection on a daily basis--from requesting a lesson in sales from a car salesman (no) to asking a flight attendant if he could make an announcement on the loud speaker (yes) to his famous request to get Krispy Kreme doughnuts in the shape of Olympic rings (yes, with a viral video to prove it). Jia learned that even the most preposterous wish may be granted if you ask in the right way, and shares the secret of successful asking, how to pick targets, and how to tell when an initial no can be converted into something positive. But more important, he learned techniques for steeling himself against rejection and ways to develop his own confidence--a plan that can't be derailed by a single setback. Filled with great stories and valuable insight, *Rejection Proof* is a fun and thoughtful examination of how to overcome fear and dare to live more boldly.

The Ask and the Answer Patrick Ness, 2010-10-18 Part two of the literary sci-fi thriller follows a boy and a girl who are caught in a warring town where thoughts can be heard - and secrets are never safe. Reaching the end of their flight in *The Knife of Never Letting Go*, Todd and Viola did not find healing and hope in Haven. They found instead their worst enemy, Mayor Prentiss, waiting to welcome them to New Prentisstown. There they are forced into separate lives: Todd to prison, and Viola to a house of healing where her wounds are treated. Soon Viola is swept into the ruthless activities of the Answer, while Todd faces impossible choices when forced to join the mayor's oppressive new regime. In alternating narratives the two struggle to reconcile their own dubious actions with their deepest beliefs. Torn by confusion and compromise, suspicion and betrayal, can their trust in each other possibly survive?

Good Leaders Ask Great Questions John C. Maxwell, 2014-10-07 A #1 New York Times bestselling author and leadership expert answers questions from his readers about what it takes to be in charge and make a difference. John Maxwell, America's #1 leadership authority, has mastered the art of asking questions, using them to learn and grow, connect with people, challenge himself, improve his team, and develop better ideas. Questions have literally changed Maxwell's life. In *GOOD LEADERS ASK GREAT QUESTIONS*, he shows how they can change yours, teaching why

questions are so important, what questions you should ask yourself as a leader, and what questions you should be asking your team. Maxwell also opened the floodgates and invited people from around the world to ask him any leadership question. He answers seventy of them--the best of the best--including . . . What are the top skills required to lead people through difficult times? How do I get started in leadership? How do I motivate an unmotivated person? How can I succeed working under poor leadership? When is the right time for a successful leader to move on to a new position? How do you move people into your inner circle? No matter whether you are a seasoned leader at the top of your game or a newcomer wanting to take the first steps into leadership, this book will change the way you look at questions and improve your leadership life.

Ask For It Linda Babcock,Sara Laschever,2009-01-27 From the authors of *Women Don't Ask*, the groundbreaking book that revealed just how much women lose when they avoid negotiation, here is the action plan that women all over the country requested—a guide to negotiating anything effectively using strategies that feel comfortable to you as a woman. Whether it's a raise, that overdue promotion, an exciting new assignment, or even extra help around the house, this four-phase program, backed by years of research and practical success, will show you how to recognize how much more you really deserve, maximize your bargaining power, develop the best strategy for your situation, and manage the reactions and emotions that may arise—on both sides. Guided step-by-step, you'll learn how to draw on your special strengths to reach agreements that benefit everyone involved. This collaborative, problem-solving approach will propel you to new places both professionally and personally—and open doors you thought were closed.

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Ask Introduction

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