

6 Scripts for Saying No to the Most Common Requests of a Business Owner (That Aren't A Good Use of Your Time)

Saying NO is a practice. The more you practice, the more liberated you will feel.

Request: *An Opportunity, such as speaking or podcast interview*

Script: "Thank you so much for thinking of me. I am not able to _____ because right now I am focused on _____. I wish you the best with _____ and if anything changes, I will let you know."

Request: *Can I Pick Your Brain*

Script: "I am not available for anyone to pick my brain but here are the 3 FREE resources I have on that exact topic."

Request: *Taking on a client who is not your ideal customer*

Script: "Thank you for your request to work together. I am not able to take you on as a client because my focus is on helping people with _____ and not helping people with _____ however I would be happy to introduce you to _____ whom I believe can help you."
or

"Thanks for your request to work with me, the client match is not feeling aligned but here is who I'd recommend."

Request: *Doing work that is outside of your zone of genius*

Script: "Thank you so much for thinking of me, I no longer _____ because it distracts me from doing the work I love to do however, I would be happy to refer you to (a) _____ who I often work with."

Request: *Discounts*

Script: "I am so glad this program appeals to you, I do not offer a discount on this particular program."
or

"I am so glad this program appeals to you, while I do not offer a discount on this particular program would a payment plan be something you are interested in?"

Request: *Promote something for a colleague, when the timing isn't right.*

Script: "I am so excited for you and your _____. I am not able to do that because I am _____ at that time, I would love to schedule it in June."