



VALUE vs. FORCE™

a new way to *be* in business

The Power of No Thank You

Definition of No Thank You:

*“Used to deny;
to hold responsible.”*

The Power Series™ covers 12 fundamental conditions that are present when we are effective and productive influencing accelerated results. When being effective in a moment, the key condition we hold ourselves in is presence. Being present with whom you are meeting significantly matters in terms of outcomes and desired results.

One aspect that stands in the way of maintaining a momentum of effectiveness and productivity relates to confusion regarding clients who appear and feel to be abusive; which very well may be happening. What makes the situation with this type of client more challenging is we may need or want the transaction due to the potential income.

The question often becomes, “should I hang in there as painful as this feels until the transaction closes?” Another couple of questions to consider may be, “How long can I hide how I truly feel about this client? What is this client actually costing me if I continue?”

The Power of No Thank You will offer an exploration of the significance this subject holds, which, in fact affects most professions; especially professions with vulnerability and clients in high stress. This class teaches how to evaluate the situation, how to turn around the behavior of the client and as a last resort, how to disconnect in a way that holds no drama, blame or stress.



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For further information about **The Power of No Thank You** and other educational programs please contact Darylle Dennis at Darylle@ValuevsForce.com or visit ValuevsForce.com/Get-Started.