



## What Do I Want?

**S**tart making it a habit to ask yourself, before every conversation, every decision and every meeting, "What do I want?"

For example, if you are about to make a call that makes you anxious, take a minute to figure out what you want to have when that call ends. A job, a sale, an apology, an agreement to revisit the topic if the opportunity arises.

If you can't answer, take a deep breath and ask again. If the answer still eludes you, explore whether you really want something at all or if you are just reacting to something you've left unsaid or are feeling needy in some way.

Maybe you really want to finish the argument in a way that feels better or get a raise without having to plead for it. Maybe what you really want is something as simple as a hug. An actor would never walk on stage without knowing why his character is in the scene.

By asking, "What do I want?" you too will know what you have come to accomplish.

