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Gene Bedell demonstrates the difference between having just good ideas and having your good ideas put into action. His three-step plan shows you how to: \* Fulfill your personal needs as well as others' \* Be credible and trustworthy \* Communicate persuasively Three Steps to Yes isn't a book of selling tricks. It's a model for

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Three Steps to Yes teaches you how to get your way without becoming a high-

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Although this book is about 10 years old, it still has some great value. I forget who

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&/or where I got the idea to read it but  
nonetheless it is a good read, albeit long. 3  
Steps to Yes is ...

## ~~3 Steps To Yes: The Gentle Art of Getting Your Way Book Review~~

The steps are: feel, felt, found, and here they are. Feel. Since relationships are integral to business success, it's not surprising that the first step involves acknowledging the other person's feelings. Tom said that one way to do this is simply to tell the person that you can relate to how they feel.

## ~~3 Steps To "Yes!"—Indie Business Network~~

2) Keep the Yes. Take the first half of the Yes-But, all the stuff after Yes and before But, and put a period at the end of it. Just stay with that for a minute. Repeat it as a final sentence. Then elaborate on it. Tell

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yourself more about the Yes. Check in with how that makes you feel. 3) Take action on the But. Now we face the negative part.

## ~~3 Steps to Cure the "Yes, but..." Habit— Explore What's Next~~

In their revolutionary book *Getting to Yes: Negotiating Agreement Without Giving In* (Penguin, 3rd edition, 2011), Roger Fisher, William Ury, and Bruce Patton introduced the world to the possibilities of mutual-gains negotiation, or integrative negotiation. The authors of *Getting to Yes* explained that negotiators don't have to choose between either waging a strictly competitive, win-lose ...

## ~~Six Guidelines for "Getting to Yes"— PON Program on ...~~

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Gene Bedell is the author of Three Steps to Yes (3.64 avg rating, 80 ratings, 7 reviews, published 2000) and The Millionaire in the Mirror (3.92 avg rati...

~~Gene Bedell (Author of Three Steps to Yes)~~

Give Me Instant Access To The 3 Step Stamina Program And Your 3 Free Bonuses So I Can Discover Industry Secrets To Tackling Erectile Dysfunction And Boosting Stamina Without Drugs  
Yes! I'm ready to finally tackle erectile dysfunction and premature ejaculation, last longer in bed and give my woman a lot more sexual satisfaction.

~~YES — 3 Step Stamina~~

"Three Steps to Yes shows you how to sell your ideas or yourself . . . a clear guide for instilling trust and respect."

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With these 3 steps, you can make sure that every yes is what's best for everyone. It's not easy to learn how to say no, but it is

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