

SAYING
YES

IS BETTER THAN

SAYING
NO

sometimes

THEKINDLEADER.NET

SAYING YES

IS BETTER BECAUSE...

- IT VALUES THE OTHER PERSON
- IT SHOWS YOU HAVE CHALLENGES TOO
- IT BRINGS YOU TOGETHER
- IT DEVELOPS THEIR SELF-ESTEEM

SAYING NO

IS WORSE BECAUSE...

- IT PUSHES THEM AWAY
- IT IMPLIES YOU ARE BETTER
- IT PREVENTS GROWTH OPPORTUNITIES
- IT DAMPENS THEIR HELPFUL SPIRIT

SO - TO BE A
KIND LEADER
REMEMBER

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FOR MORE

INCLUDING
WORKSHEET

LINK IN COMMENTS

[THEKINDLEADER.NET/LW SY](https://www.thekindleader.net/lw_sy)

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Saying Yes is Better than saying No – from [The Kind Leader](#)

For leaders, it is important to understand the differences between saying ‘yes’ and ‘no’. By saying them in the right places, you will leverage your role and build effective relationships with your people. In this article, you will learn a little bit more about those occasions where it's important to say ‘yes’. It is Kind to you, and Kind to them too.

When you say ‘no’ to someone, it is for one of two reasons, either you are being very clear and direct about what is not agreed or acceptable and it is valuable to set that boundary. However, when you say ‘no’ because you are showing off your superiority, you kill the relationship a little more. Every time. And that is not a good thing.

Kind Leaders say ‘yes’ to those around them, which in most cases opens up the relationship. It shows you value the person before you for their insights, ideas, contributions and offers of help.

When you say ‘yes’ to someone to engage with them, it builds their confidence, makes them feel valued and above all, builds the equality of the relationship. Even when you might be to their senior in any apparent hierarchy, a **Kind Leader** is giving them the space to partner with them.

There will be times, for what you believe is efficiency, where a ‘no’ will stop someone wasting your time. You will say ‘no’ to move them on and allow you to get on with whatever you are busy with (more on this later!). But the investment of a ‘yes’ when someone wants to engage with you (and sometimes offer help) is such a valuable leadership tool.

Don’t miss the opportunity to ‘**Say Yes**’ more often, and only in the right places!

5 Steps to Saying Yes

1. Notice the time when you say ‘no’. Is it a boundary thing or a superiority thing?
2. Will saying ‘yes’ add value to the self-esteem of the other person and/or value to situation they and you are involved in.
3. Find moments of breathing space to respond, rather than react with a quick ‘no’.
4. Set a goal of saying ‘yes’ at least once more than you would each day. Notice how they receive the opportunity. See the enthusiasm and energy they now have.
5. Review occasions when you have said ‘yes’. What were the benefits? In you? In the other person?

How will you say ‘yes’ more often?



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