WORKSHEET The Three-Question Filter

Write three real requests: who asked, what they wanted and your time-buyer.

Request 1: _____

Request 2: _____

Request 3: _____

Tick each question that gets an honest yes.

Request 1: ☐ I want to ☐ I have room ☐ Worth the price

Request 2: ☐ I want to ☐ I have room ☐ Worth the price

Request 3: ☐ I want to ☐ I have room ☐ Worth the price

Three ticks: a yes I mean.
Any clear no: usually a kind no (Chapter 6).
Not sure: not yet, with one new time.

MY ANSWERS, AND WHEN I'LL GIVE THEM

1. _____

2. _____

3. _____

TWO WAYS I'LL BUY TIME

1. _____

2. _____

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