

Getting and Agreement is not some fancy set of words which 'paints people into corners' or brow beats them into submission. It's much more subtle.....

Ignore this at your peril!

### **CATCH**

You're probably wondering where the catch is, aren't you... Well let me assure you there is one! The catch is.....  
(make it simple)

### **BACKDOOR**

If when we meet again you don't like what I've come up with, or our idea doesn't work we won't continue with it. Is that fair?

### **SERIOUS**

But tell me.... How serious are you about....(goal list, select an item)

\*\*\*VERY?\*\*\*

### **STICK**

So, if when we next meet - what we have agreed is working - would you stick with it?

### **COMMITMENT**

I'm prepared to give you my personal commitment that I'll do everything in my power to help you achieve your goals & objectives, dreams & desires..... on one condition.

That you'll give me your personal commitment that you'll do everything in your power to help yourself achieve the same ends.....DO I HAVE IT?