

## Top 10 No-oriented Questions™

If you are afraid of “No” - then you project fear and you are the hostage of “yes”.

Here are the top 10 No-oriented Questions™

### “Yes” seeking (Anxiety creating)

1. Have you got a few minutes to talk?
2. Is this a good idea?
3. Do you agree...?
4. Would you still like...?
5. Does this work for you?
6. Can you...?
7. Is this correct?
8. Would you...(take this action)?
9. Does this make sense?
10. Do you agree?

### No-oriented (Protection / Safety creating)

1. Is now a bad time to talk?
2. Is it a ridiculous idea?
3. Are you against...?
4. Have you given up on...?
5. Does this screw everything up...?
6. Would you hate me for asking...?
7. Am I out of line?
8. Are you opposed to (taking this action)?
9. Is this nonsense?
10. Do you disagree?

Try this 4 times...Just 4 times...  
to give yourself the feedback you need to build your gut instinct.

Try it in your low-stakes or everyday conversations.

You'll be instantly 23% more effective.

### **Warning!**

It's just the tip of the iceberg of what you can unlock with  
The Black Swan Method.

[Are you willing to risk applying these skills incorrectly on your own?](#)  
[Get private coaching with one of our expert Black Swan coaches...](#)