

# RDJ'S NOTES

## COURSE C | SESSION 2

### The Secrets of Power Negotiating

*Roger Dawson*

Inside every one of us is that tiny seed of the “you” that you were meant to become. Unfortunately, you may have buried this seed in response to your parents, teachers, coaches and other adult role models as you were growing up.

You started out as a hungry baby knowing exactly what you wanted. You knew when you were hungry. You spit out foods you didn't like and devoured the ones you did. You had no trouble expressing your needs and wants. You simply cried loudly- with no inhibitions or holding you back - until you got what you wanted. You had everything inside of you that you needed to get feed, changed, held and rocked. As you got older, you crawled around and moved toward whatever held the most interest for you. You were clear about what you wanted and you headed straight toward it with no fear.

So what happened? Somewhere along the way, someone said:

- Don't touch that!
- Stay away from there.
- Keep your hands off that.
- Eat everything on your plate whether you like it or not!
- You don't really feel that way.
- You don't really want that.
- You should be ashamed of yourself.
- Stop crying. Don't be such a baby.

As you got older, you heard:

- You can't have everything you want simply because you want it.
- Money doesn't grow on trees.
- Can't you think of anybody but yourself?
- Stop being so selfish!
- Stop doing what you are doing and come do what I want you to do!

*Millionaire in the Making*