



Year of Yes
By Ann Golden Eglé, MCC
March 2016

Shonda Rhimes is the creator of Grey’s Anatomy, Scandal and How To Get Away With Murder which have taken over Thursday night television. Her creativity, writing and boldness have generated millions of dollars for previously unknown actors, producers, advertisers—people of all walks of life associated with these productions.

Already a highly respected icon, Rhimes knew that she had more to learn; something that completely changed her life and business. She learned the power of saying “Yes.”

It had previously been far easier for her to stay in her office writing than to venture out into the world. Her office was safe. The outside world wasn’t, or so she thought.

Her new book, Year of Yes – along with her TED talk on this topic – reflects how learning what was for her the tough art of saying Yes expanded her world in ways she’d never imagined.

A large part of my work with top-level leaders and business owners is similar to what Rhimes experienced. Sometimes we need to change. Things all around us change at lightning speed, yet, we stay the same. Previous approaches are not always our best tactic.

Leaders need to continually improve their skills in first knowing and then communicating the wisest approach.

Some, like Ms. Rhimes, who automatically say No to new opportunities, need to begin saying Yes.

For those of us who typically say Yes before fully knowing what we are committing to need to learn the art of pausing, taking a breath and saying No or at the very least “Let me think about it.”

In essence, leaders need to make wiser decisions for their company, teams, customers, family and self.

Before automatically saying Yes or No, consider these Top 7 Questions which involve your head and heart:

Head:

- What is the primary need in this situation?
- What are my options?

- Who has the expertise to expand these options?
- What am I avoiding through saying No?
- What am I gaining by saying Yes?

Heart:

- What do I feel is needed in this situation.
- Where is my heart or gut leading me with a Yes? With a No?

While Yes and No both have their place in the business world, please keep in mind that Yes typically comes from an expansive, intuitive, truthful place. No is often from a place of fear, doubt and limitation.

Changing from a habit of routinely saying Yes or No is a challenge that most leaders avoid. You aren't most leaders, are you? You needn't change your life as Shonda did. Small decisions to begin saying Yes or No can lead to surprising outcomes. Give it a try.

Master Executive and Leadership Coach Ann Golden Eglé, MCC, has steered highly-successful individuals to greater results since 1998. President of Golden Visions & Associates, LLC, Ann can be reached at 541-385-8887 or subscribe to her newsletter at www.GVAsuccess.com