

# INFLUENCING PTIONS

## INFLUENCING REQUEST

I \_\_\_\_\_ (to + verb)  
(degree of choice language)

\_\_\_\_\_. By that I mean  
(what you want)

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_. And as a result \_\_\_\_\_  
(add positive impact,

answer the WIIFM and make sure you've included why its

important to you)