



# Walker Therapy Services

## **FOURS STEPS TO GETTING WHAT YOU WANT**

- **Can be used to help have difficult conversations**
- **Involves a technique called the D-E-A-R M-A-N method**
- **D, describe the issue**
- **E, express how you feel**
- **A, assert what it is that you want or expect**
- **R, reinforce why what you're saying is a good idea**
- **M, be mindful of how you come across**
- **A, appear confident**
- **N, negotiate**
- **This can help when making requests that involve work, school, or home life**