

## Demand High

In conventional negotiations, when you ask for a pay raise of 1000 USD, you will get somewhere around 500-700.

In conventional market sales, when you offer a product for 50 USD, the buyer will start the negotiations on 20-30 USD. Ending at a mutually agreed compromise of 40-ish USD.

Trying to wake up early at 6am is likely going to result in you waking up at 6:30am (if you are not like the rest of us who snoozes until you are late for work).

Somehow ability is always in relations to necessity. One day you are barely able to get any work done. But the other day when deadlines are coming, you suddenly get several days of work done in half a day.

Somehow results are dependent on proposed outcome. Meaning that I will get 80-90% done of the target I set for myself. That is still 10-20% short. But it's just how it is in most cases.

I know it's weird. But this phenomena I am describing to you here exists.

So what to do about it?

Set you targets higher than what you need, what is necessary or what is wanted.

You wish to get 10 closes today? Set your target to 15! You reach your target? Great! You outdone yourself, and cant lose. You didn't reach 15, but only 12? You still hit your original idea for the day!

Demand high, overshoot and you wont go wrong.

Added benefit, is that the world, environment and people around you will adjust to your high demands. You demand high, so you must mean business! You might be crazy, but demanding high with enough conviction will get things going your way.

So demand high and win!

