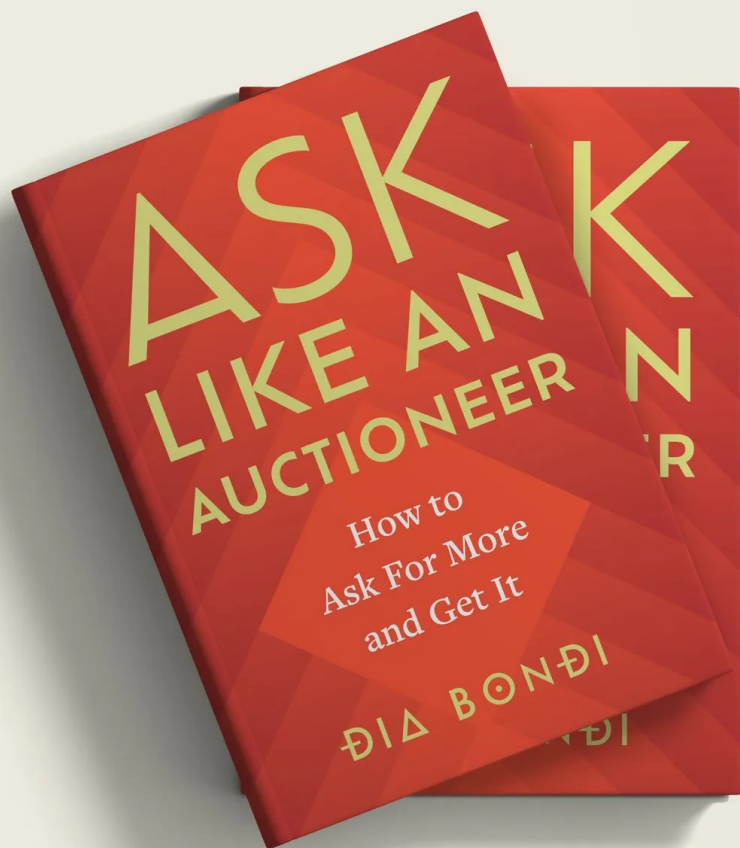


DIABONDI



1

## How to Ask Like an Auctioneer

2

## Build a Powerful Ask Plan

Disclaimer. The concepts and content presented in Ask Like An Auctioneer ("Materials") are provided with the understanding that Dia Bondi Communications, LLC ("Company") is not engaged in rendering professional advice or services; that the Services are not intended to serve as or shall be deemed investment, legal, tax, accounting or other regulated advice; and that the User remains solely responsible for User's use of the Materials and acknowledges that any reliance upon the Materials shall be entirely at User's sole option and risk. The Company shall have no liability or responsibility for any information provided in linked websites or by third parties. The Materials are provided "as is" without warranty of any kind, either express or implied, including, without limitation, implied warranties of merchantability and fitness for a particular purpose.

1

# How to Ask Like an Auctioneer



YOU

WILL BE

TOO MUCH

FOR

SOME

PEOPLE...

THOSE

ARE



NOT

YOUR

PEOPLE.

You will be too much for some people...  
those are NOT your people.

# The HOPE

---

**ONE idea** that gives you the courage and confidence you need **to ask for more** when you make the asks that matter.

# Your **GOAL**

---

What is **one** mid-term and **concrete goal** you have in your career or business **right now?**

“We hate doing it, and we’re doing it wrong. Asking is one of the most overlooked and avoided success strategies out there. I want you to ask, and ask big enough you never leave any money or opportunity on the table. Ever.”

DIΔ BONDI

MONEY is a METAPHOR



A large, light gray, stylized letter 'D' serves as a background element on the left side of the slide. It is composed of a thick vertical bar and a curved section, with a smaller, solid gray rectangular block positioned to its left, partially overlapping it.

Who is Dia Bondi?



Leadership Communications  
-helping transformational leaders find their voice-



Auctioneer  
-women led + non profits benefitting women and girls-





Yes, but...



How Much?



We wring our hands

What do you **THINK** I can **GET**?

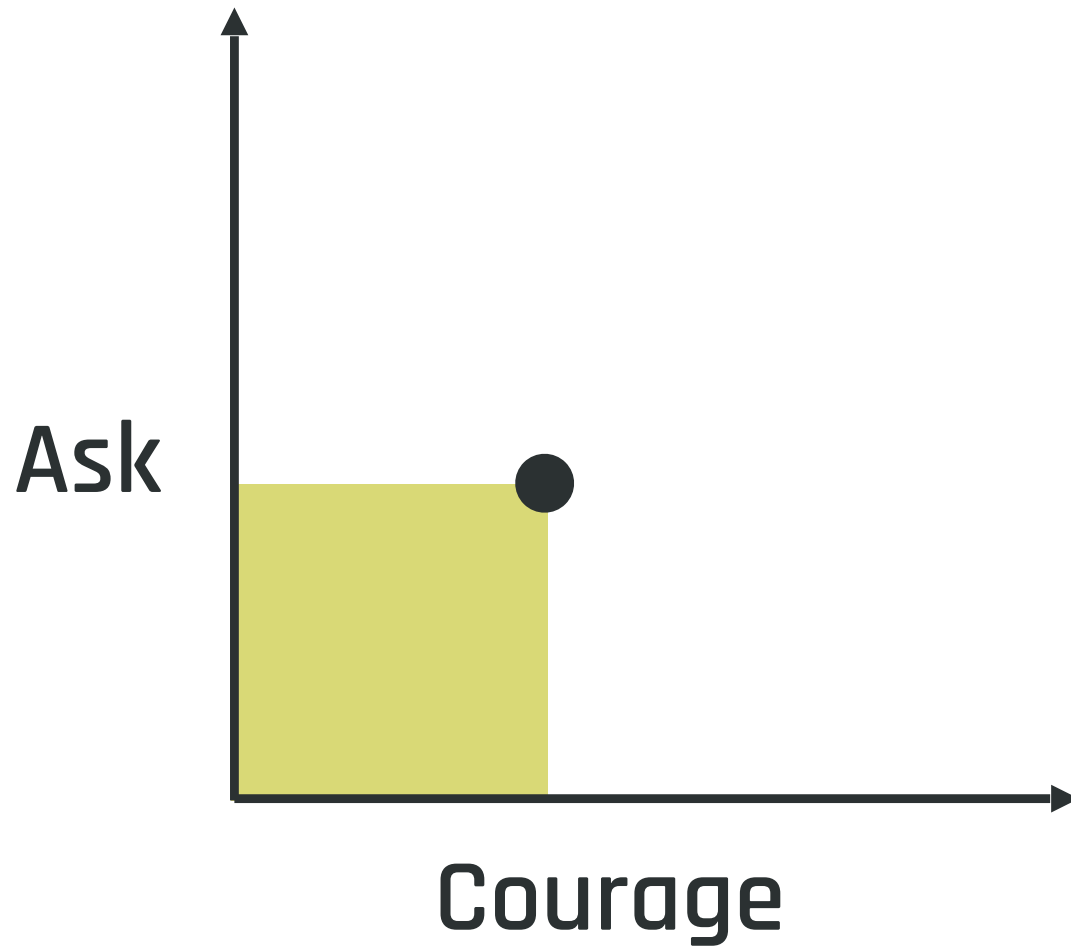
We **ASK** to get a **YES**

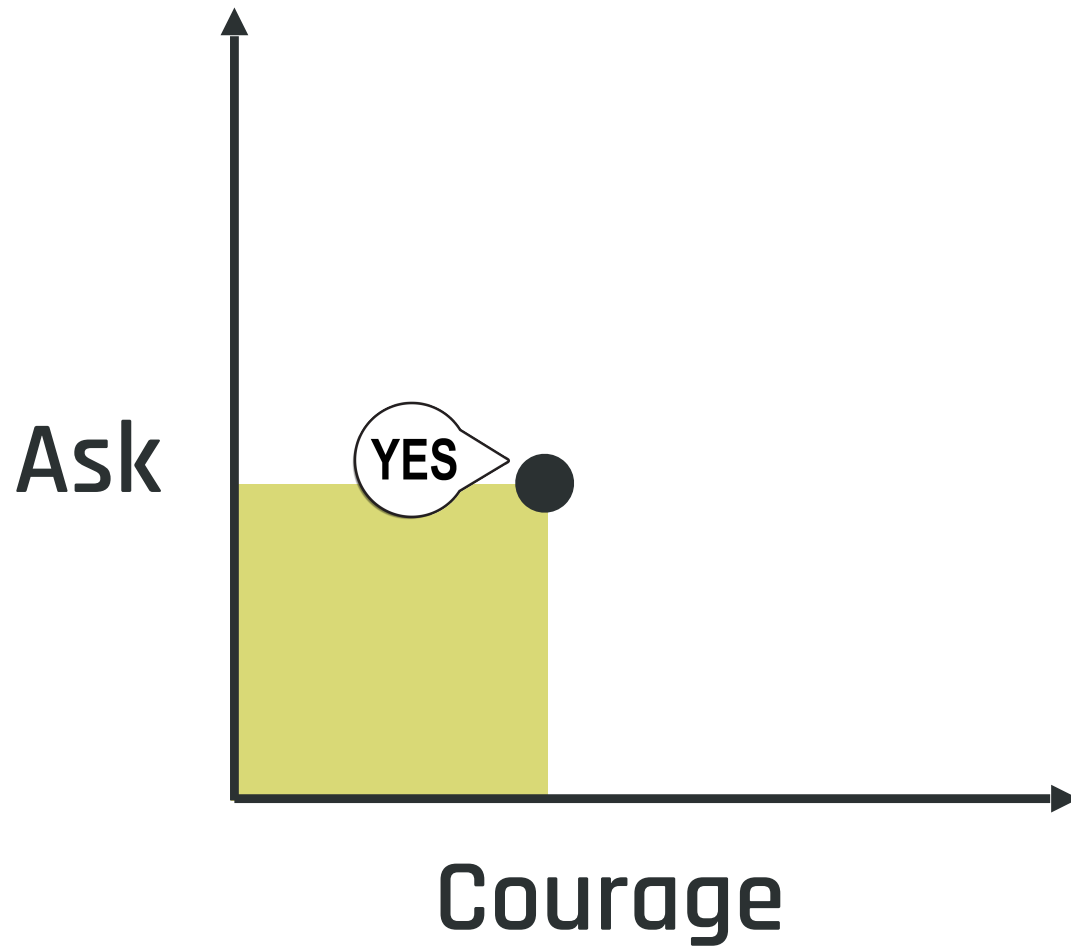


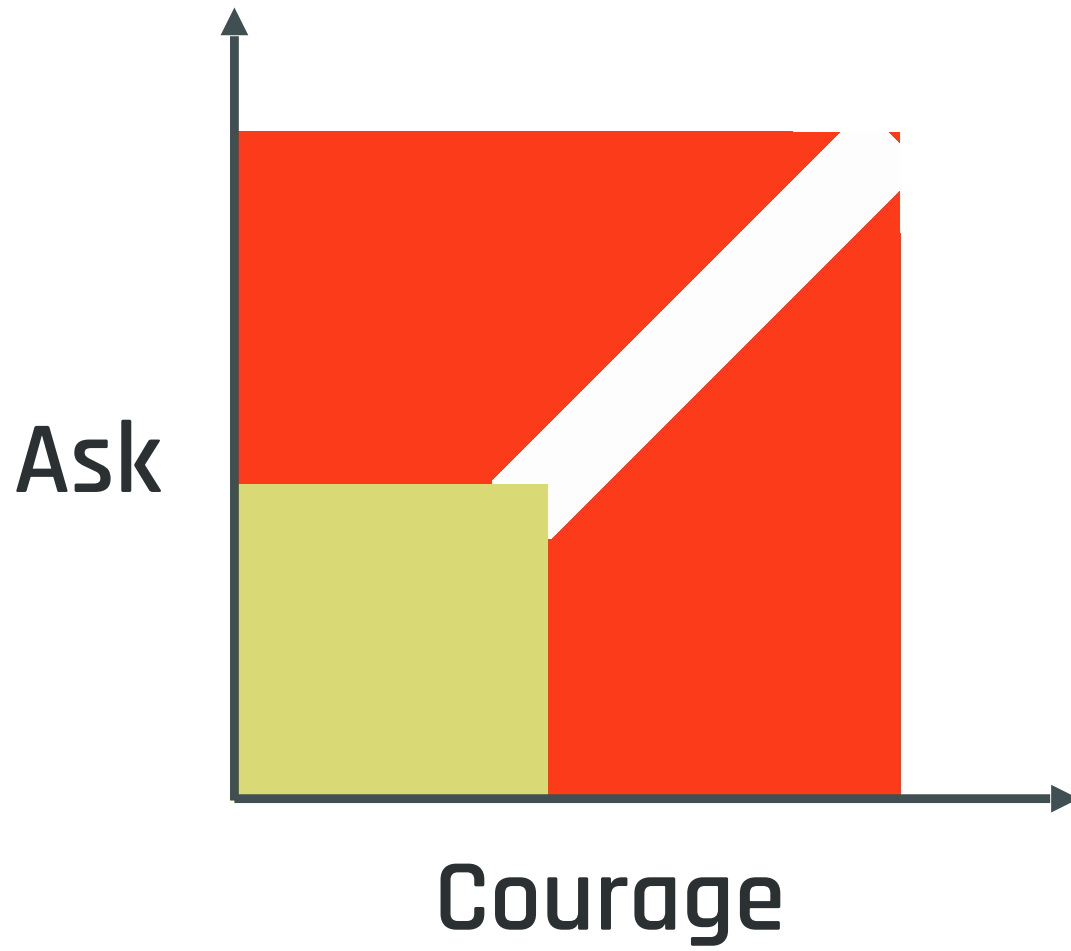


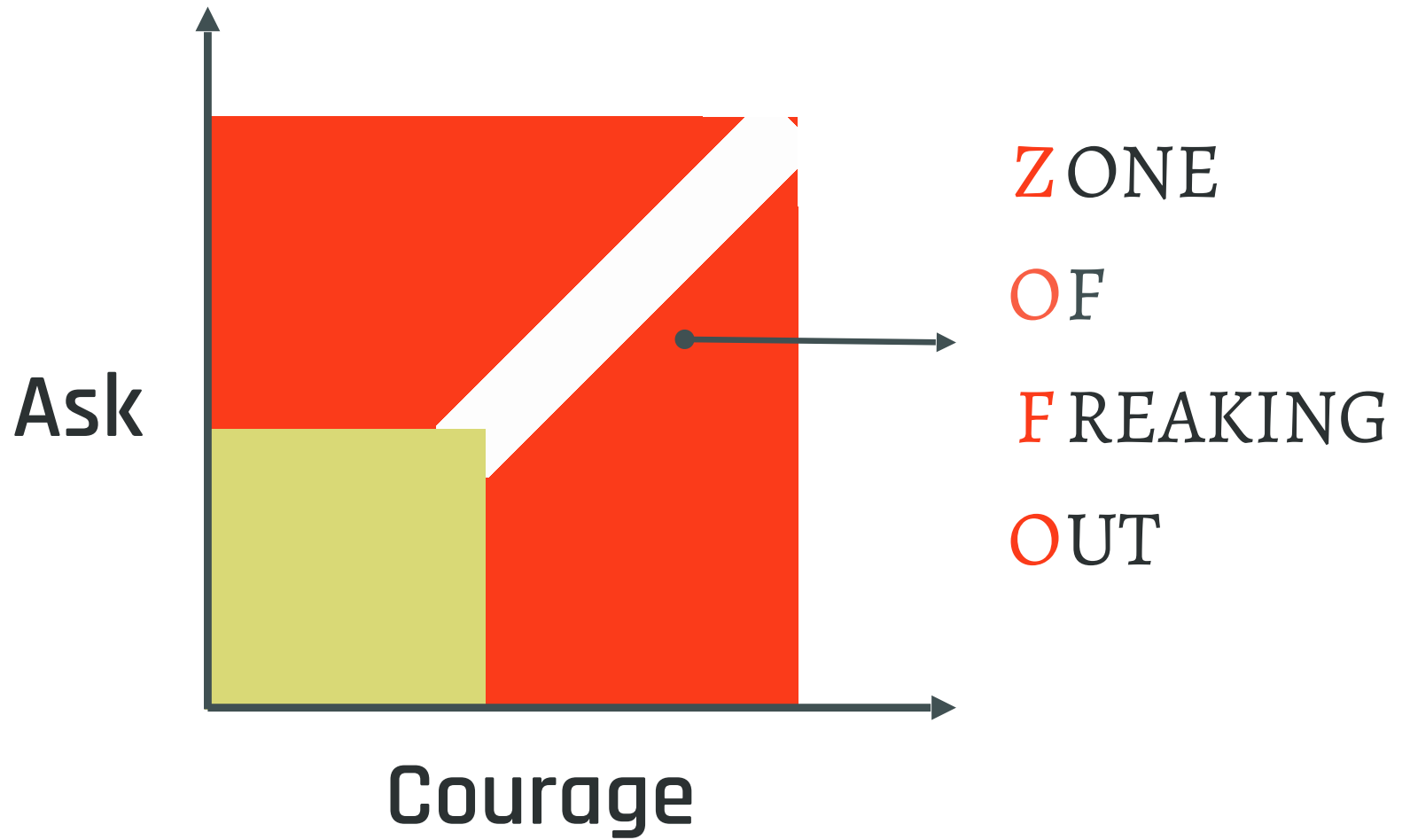
Ask

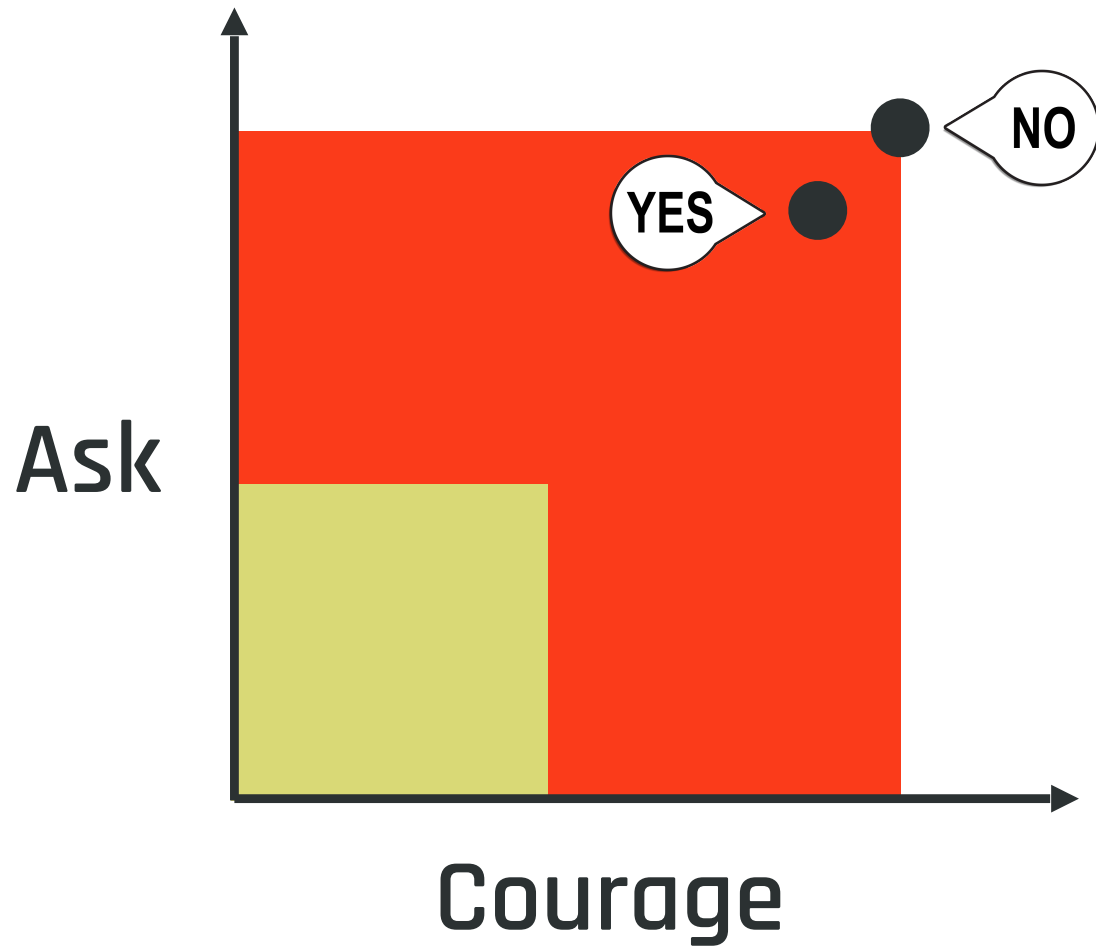
Courage

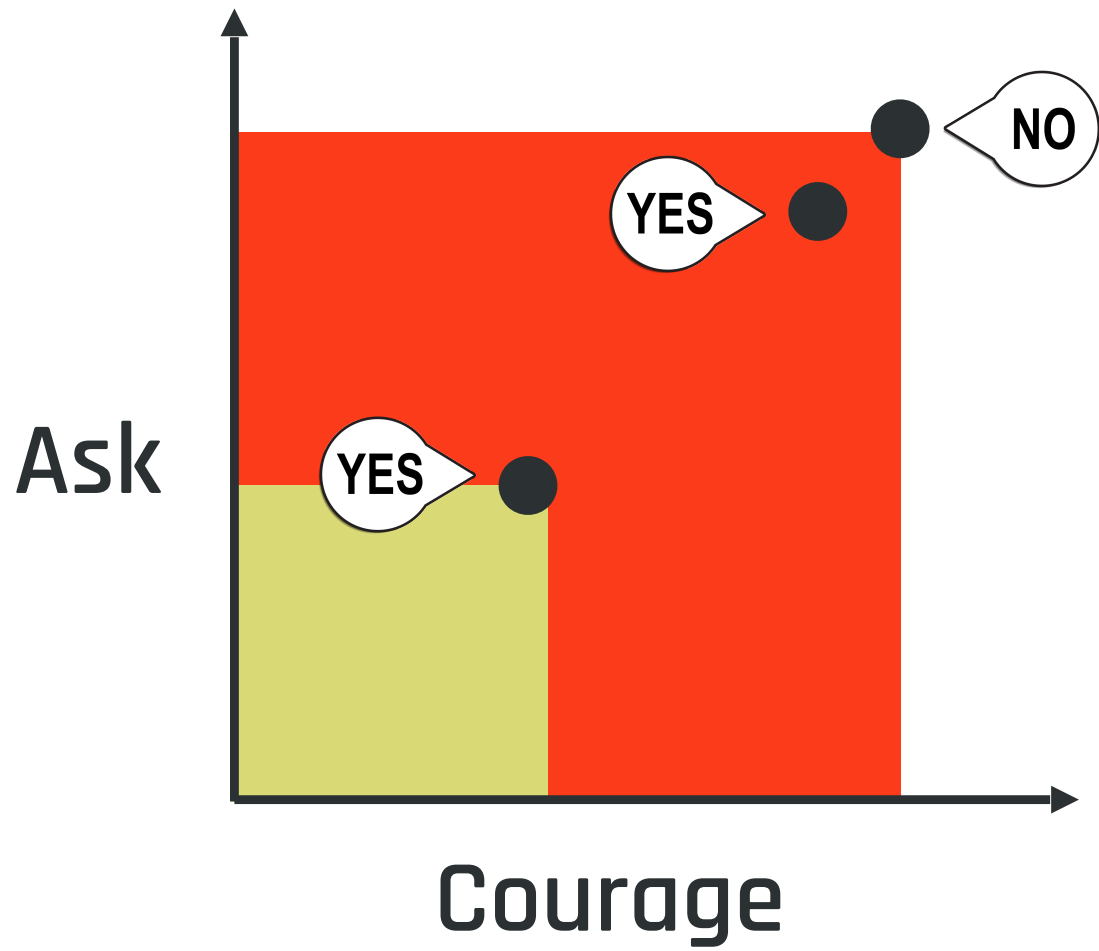












ASK LIKE AN AUCTIONEER



Ask to find (and get) the **NO**



Ask to get a NO

**Ask**  
*like an Auctioneer*

Empower the **ASK**





**5 of 9  
Ideas**

From the Auction Stage





People are IRRATIONAL!

or

Your RATIONALE is not  
their RATIONALE







**CANT  
TOUCH  
THIS**

Poster from: PAPER JAM PRESS

Know your **RESERVE**





What do I DO?

If I get a NO?



GREAT QUESTION!

What ARE YOU  
gonna do?





Are you **IN** or **OUT**?









Price is a measure of **VALUE**,  
not worth



What they'll pay (or do)



... a way to see what they value  
and how they value it



~~Price is a measure of VALUE,~~  
~~not your worth~~



the way to measure or define your **worth-(INESS)**

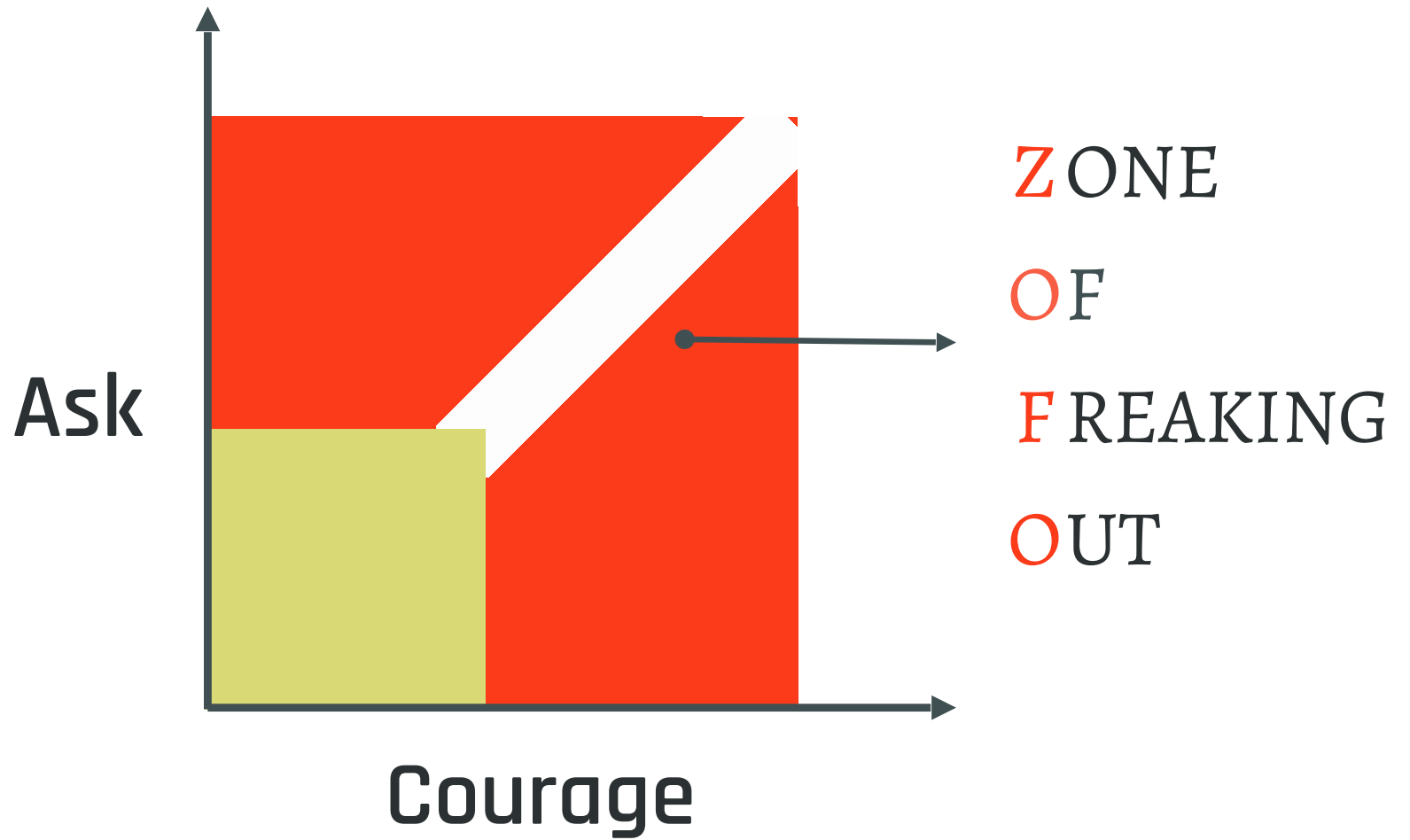


Be an **AGENT** for your Purpose



**PURPOSE** drives Courage





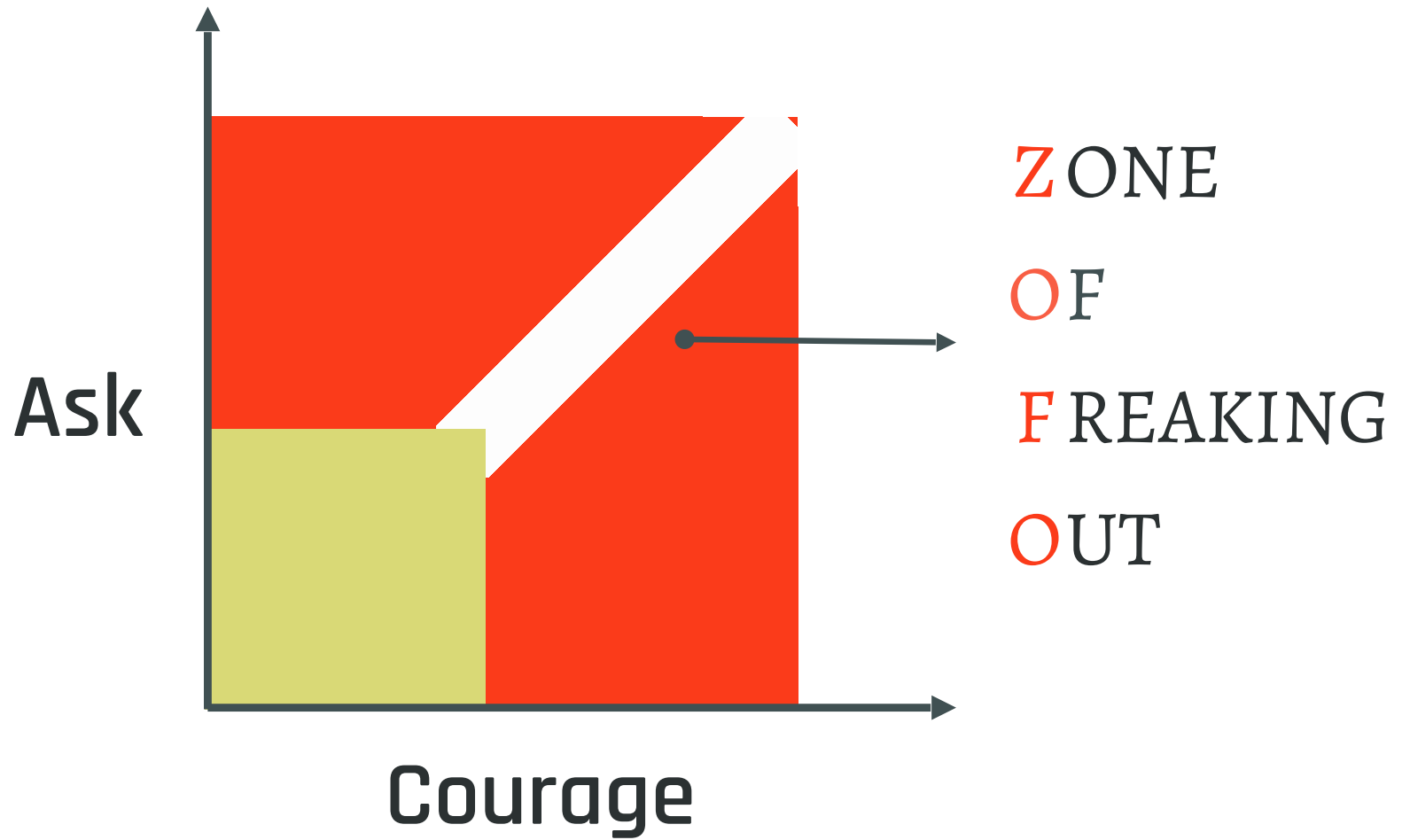
What we're here to do.

What we're REALLY here  
to do.



# Jane The Champion





“NO”




Other things can happen when you ask



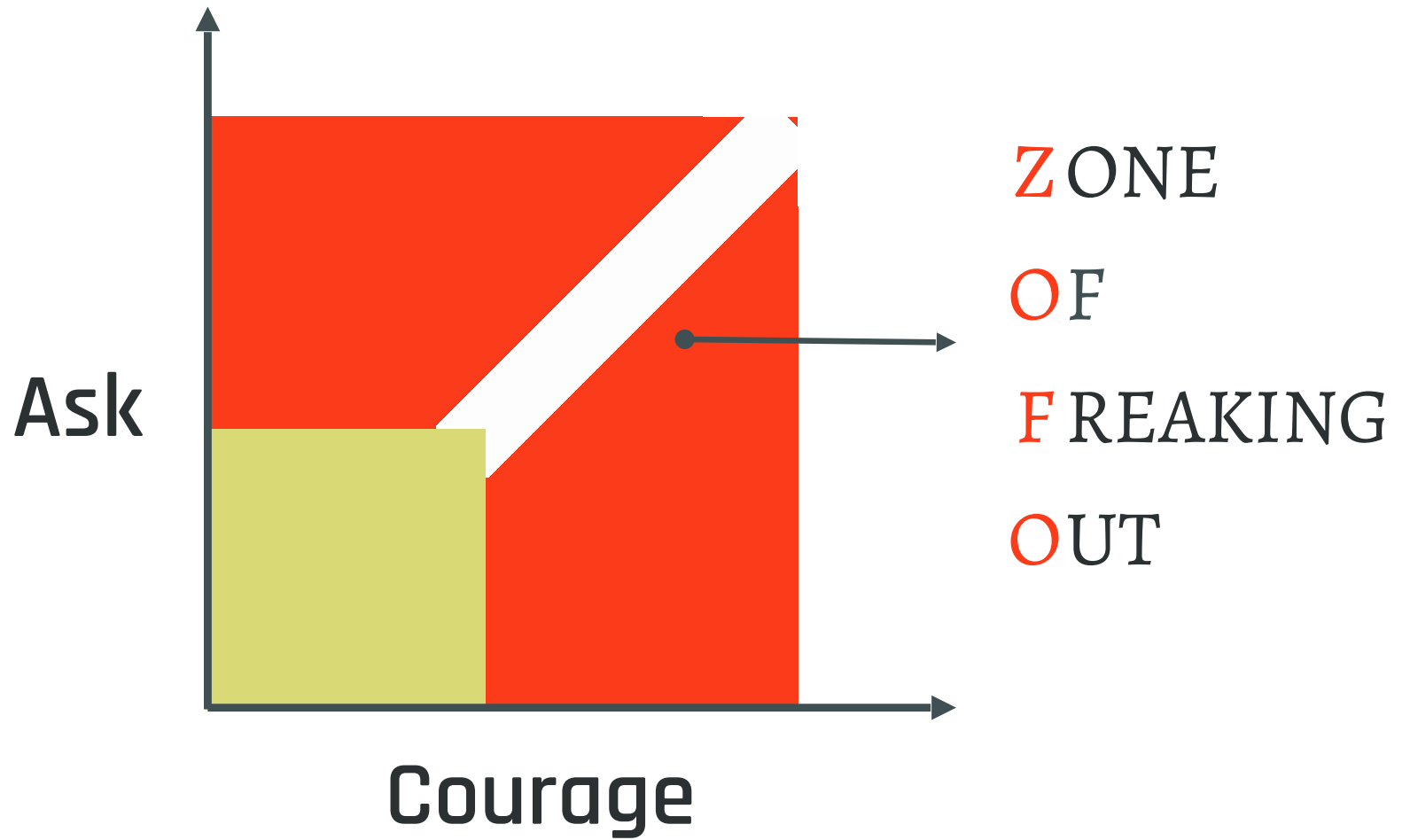
# Lorena The Brave





“I just asked like an auctioneer and  
I feel like I’m going to puke”





“I just Asked Like an Auctioneer  
and I feel like I’m ~~going to puke~~”

✓

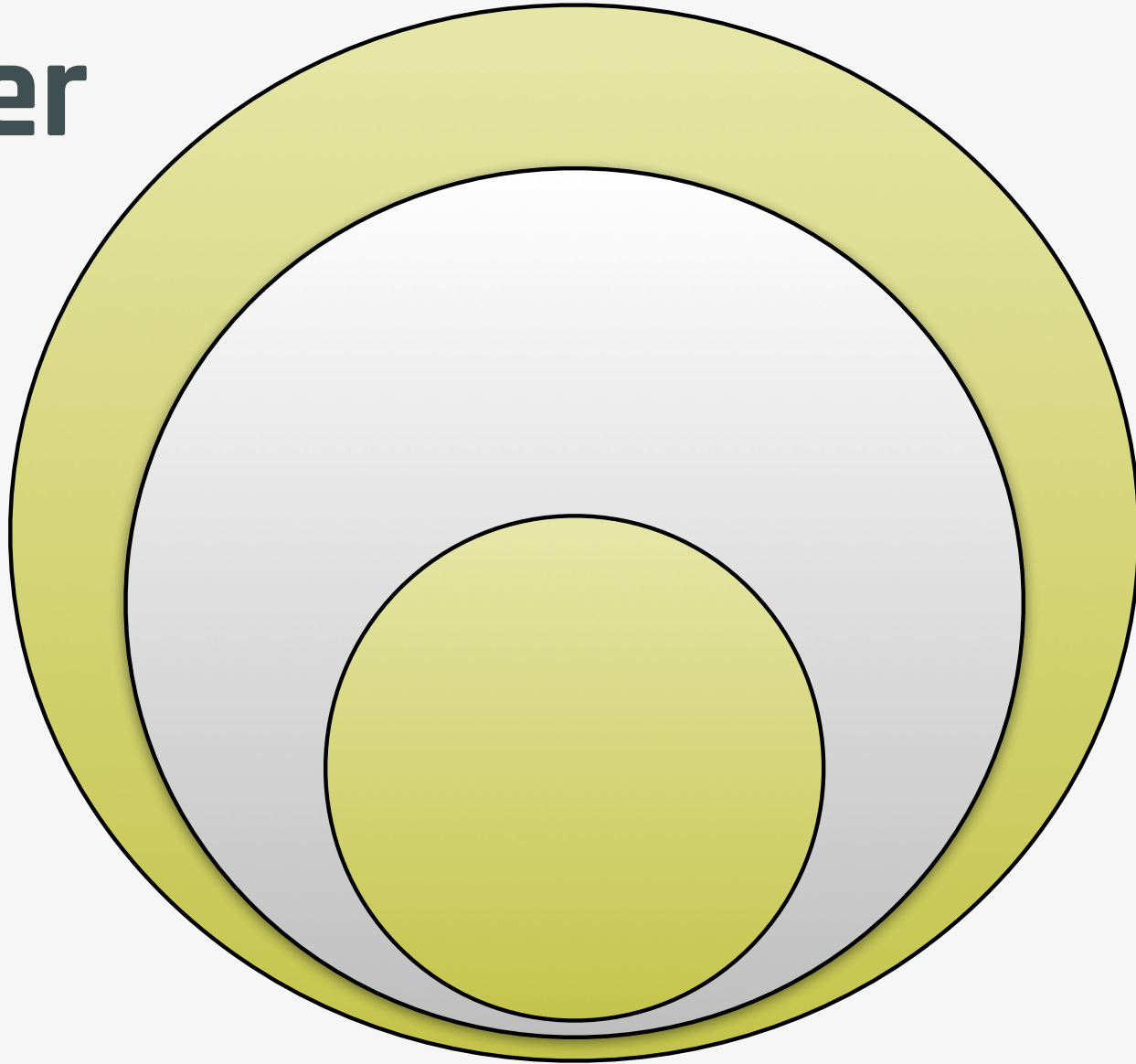
Doing something **courageous**

Standing up **for my dream for myself**

**Asking for more** so I can reach my goals faster

**3x'd her**

LIFE

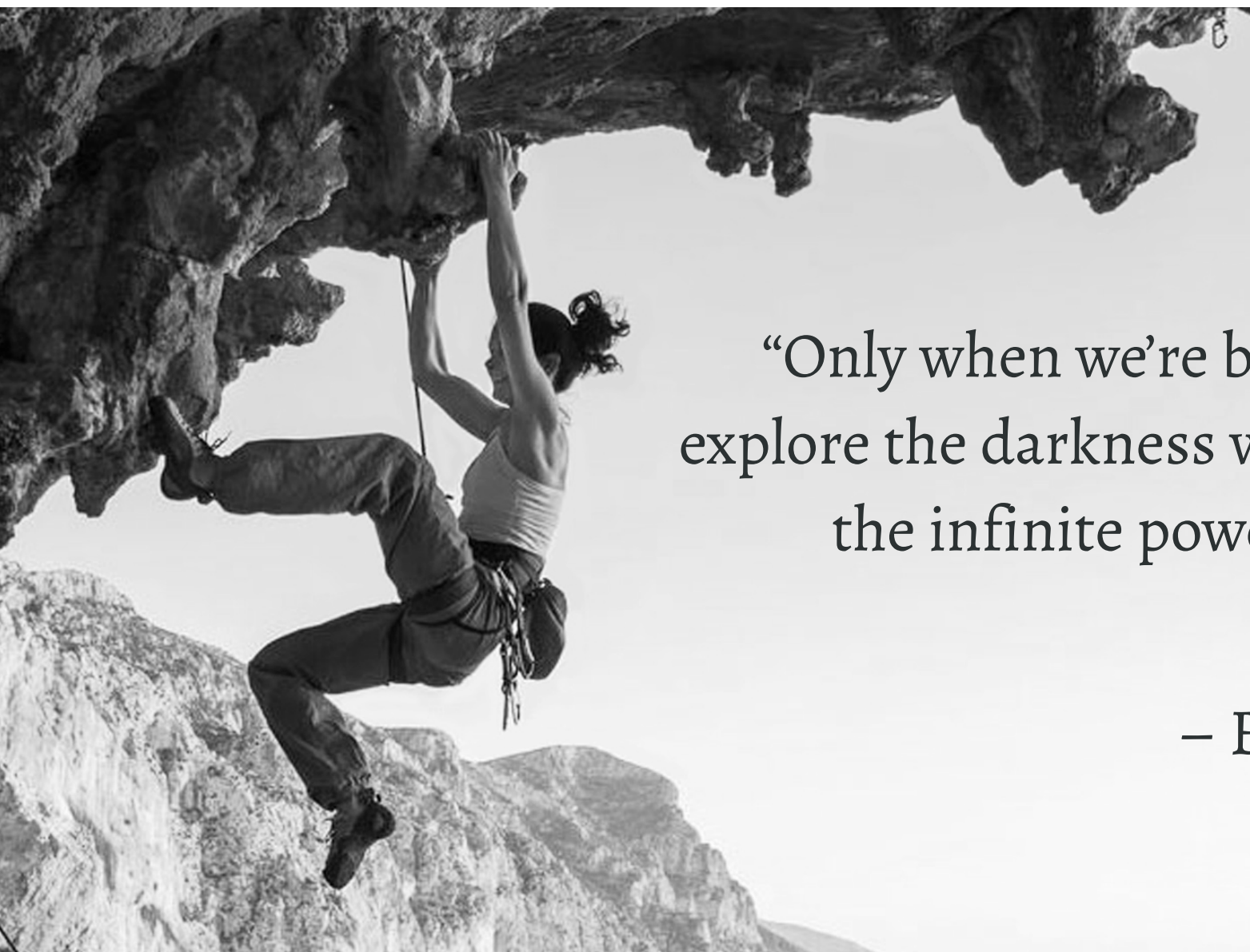


Is it worth it to me?

One Ask  
can change everything



Will you **TEACH** me?



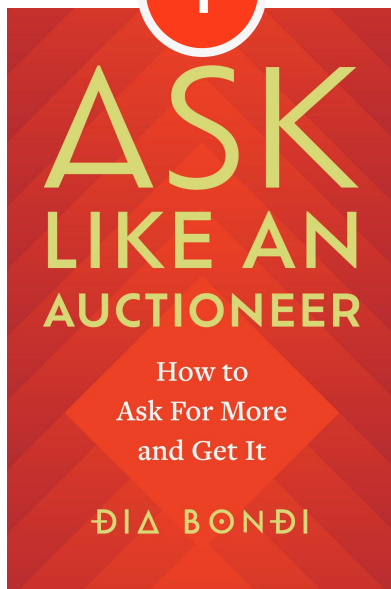
“Only when we’re brave enough to  
explore the darkness will we discover  
the infinite power of our light.”

– Brene Brown

# DIABONDI

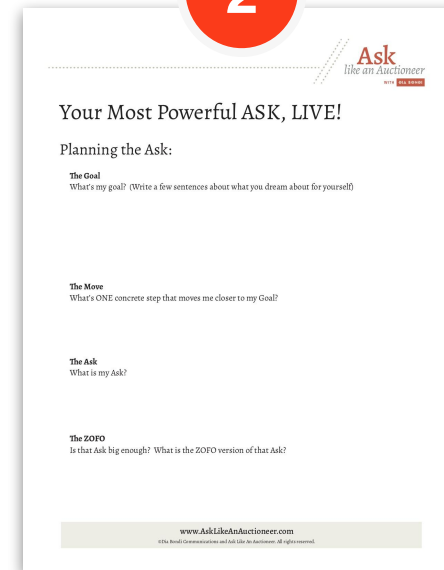
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1



[www.asklikeanauctioneer.com](http://www.asklikeanauctioneer.com)

2



[www.diabondi.com](http://www.diabondi.com)

[hello@diabondi.com](mailto:hello@diabondi.com)



You will be too much for some people...  
those are NOT your people.