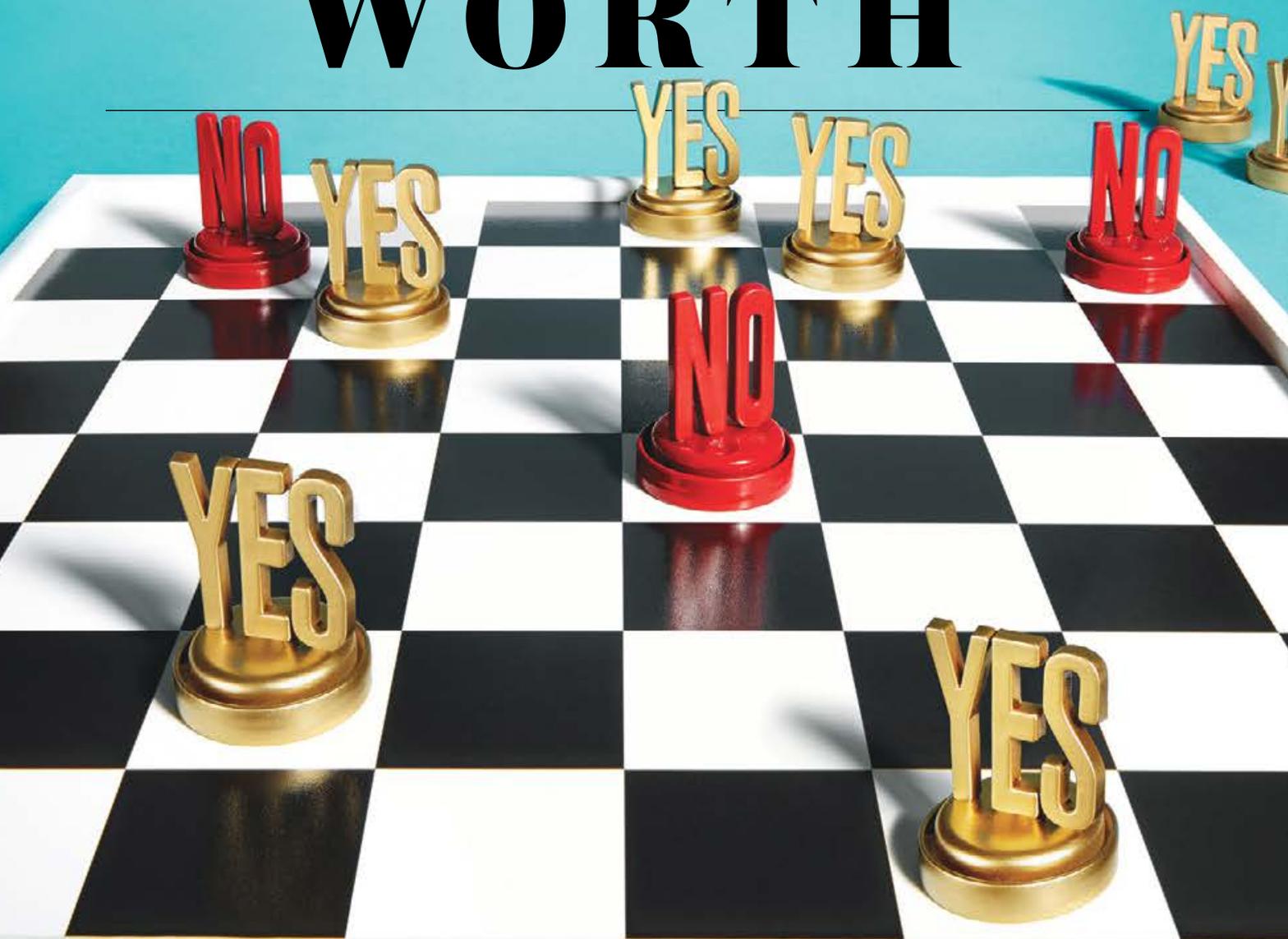


(SELF)

WORTH



NEGOTIATE LIKE A BOSS

→ *According to one expert, getting to yes just takes a little practice.*

BY HANNAH MORRILL

Challenging an opponent across a chessboard is all in good fun. But when it comes to facing off IRL, whether it's asking for a raise or even just agreeing on dinner plans, many of us would rather take a pass. "Negotiation is one of the most essential life skills, but most of us fear it, avoid it or don't realize we could be doing it," says Natalie Reynolds, author of *We Have a Deal*.

This is particularly true for women, who are less likely to negotiate and very likely to underestimate what they can get, she says. The good news? It's a game anyone can master. "The ability to do it with confidence will help you manage difficult conversations and make positive changes in all aspects of your life," she adds. And that's a big deal.

CONSIDER YOUR POSITION

In chess and in life, practice makes perfect. So start small. Ask the Club Monaco saleswoman to take 20 percent off if you notice a makeup stain on a dress. Or, if you work late often, ask to expense dinner. “Minor negotiations help you familiarize yourself with questions, resistance and rejection,” Reynolds says. “The more experience you have, the more likely you are to steer future interactions your way.”

KNOW YOUR OPPONENT

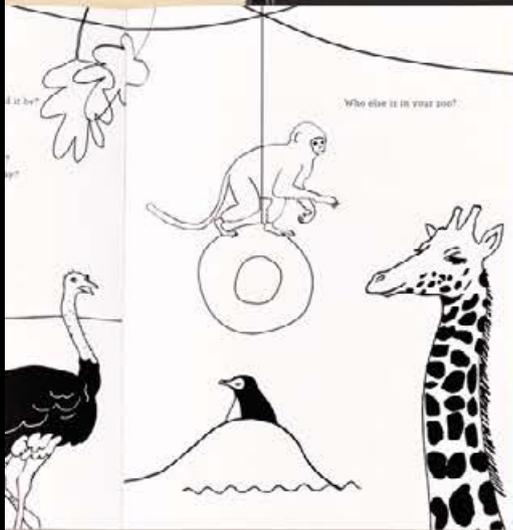
Before you come to the table, review your facts, goals and “walkaway point,” says Reynolds. If you’re asking for a raise, find out the compensation for similar jobs in competitive companies. Think about your priorities—and theirs, too. (Want a flexible schedule? How would that benefit your team?) “To create a win-win outcome, understand what success looks like for them,” she says. “Reciprocity means that if they feel they’ve won, they’re likely to help you win, too.”

KEEP YOUR COOL

Just the thought of asking for a promotion can set a person’s heart pounding. That’s normal. “Even the most successful real estate brokers and lawyers get nervous,” says Reynolds. “They’re just more accustomed to it and better at concealing it.” Recognize the physical signs of anxiety—the sweaty palms, the butterflies, the trembly voice. Take a deep breath, and try to set them aside. “By channeling the most measured version of yourself, you’re more likely to get what you want,” she adds.

“GOAL GETTER”
FITSPIRATION JOURNAL
BY FITLOSOPHY
Fitspo fans can log goals and what they’re grateful for.

goal
getter



THE POSITIVITY KIT
Personalize pages, like “3 Quick Ways to Make Me Laugh!” and “Feeling Thankful,” and get an instant mood boost.

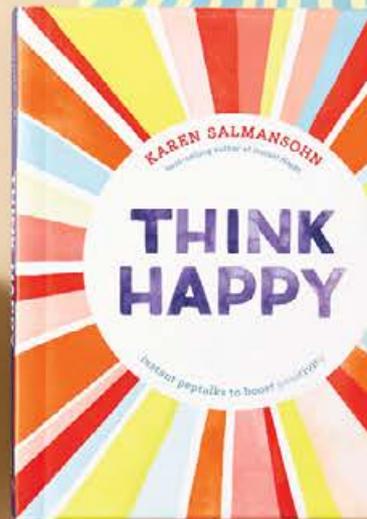


I AM HERE NOW Creative exercises—think meditative connect the dots—help you turn off distractions and tune in to the moment.

SERENITY NOW

THINK HAPPY Pep talks like “Fear Is Nature’s Caffeine” and “Never Give Up” aim to shift your perspective.

→ *Want to live calmer, happier, more mindfully? There’s a (cute!) book for that.*



ONE SENTENCE A DAY A daily diary for the time-strapped, it lets you record meaningful moments—and helps you reflect on them later.

MAP YOUR NEXT CAREER MOVE

Media exec and entrepreneur Nely Galán, author of *Self Made*, shares a simple but genius trick for figuring out your next move at work: Create a list of every job you’ve had, with what you liked, disliked and learned. Spot the patterns: “Sometimes what you’re good at isn’t always what you thought,” she says. “You’ll see themes, and it will become clear: This is what I need to do!”