

How To Persuade Your Parents or Guardians

in a Productive Way!

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Need to Persuade a parent/guardian to let you have a later curfew? Increase your weekly allowance? Allow you to invite some friends over? First car? iPhone? Job? Really, really, really want to go to that concert?...

Did you know:

57% of people talk to people more online than they do in real life...

but persuasion works best face-to-face...

So for the best results don't try to persuade over facebook or text message, or even on the phone.

The first step in persuading your parents and teachers is to do it face to face, a novel idea, but it works.

So you've thought about what you want, but to persuade someone you need to start by thinking about what they want...

What do your parents or guardians think is important? What do they want you to do or to stop doing? What do they like and dislike?

The key for a new outfit or a later curfew is to let your parents or guardians see your passion. But also let them see you have thought through the issue.

So, let's pick a scenario and work through the process. The process can then be applied to persuading, parents, guardians, teachers or practically anyone. In an ethical way that produces results.

THE SCENARIO: So, you're in Year 10, starting Year 11 and getting ready for a busy year...

You want your parents/guardian to agree to fund 50% of buying a car for you to drive to school during the last 2 years at school and for your part-time job.



7 steps to

persuading your parents & guardians



1 Organise the family meeting

Imagine it is Sunday night, you helped your Dad prepare dinner, you helped your brother wash up, you then make your parents a coffee. (Why? Because people are more likely to say yes after you give them something or do something for them.)

Then you say, Mum and Dad, I would like to discuss an idea I have with you about buying a second-hand car. I have developed three possible options that I would like your opinion and advice on. (Most people, especially Parents, like to give their opinions and advice.)

Ask, "Is Tuesday night or Thursday night the best evening for this discussion?" (Parents like to make choices because they like to be in control.)

Remain silent until they choose the night. There is a good chance your Dad thinks he is a car enthusiast, star driver and finance supremo, but don't give any information away until the meeting.

Be Creative

2 Thinking creatively will increase your success. Try new things and expand your skills. If you reach a deadlock there's usually a way around it. Can you "trade off" another part of the car deal? Cut costs elsewhere? Throw in an added benefit like being able to take your little brother to soccer every Saturday?

CREATE OPTIONS: Always try for at least three different ways of getting a better results. For example, one way may be to agree to babysitting, another way to agree to 3 hours homework on Sunday or agree to stay off facebook between 3 pm and 7pm weeknights.

TIME: One of the most common keys to unlocking a deadlock is time. Can you agree to trying a different way for a short time and then review it to see how well it works. Can you do something in one long session or several short sessions. Can you change your curfew just once a month? Can you change your curfew just in the school holidays?

TRADING: What tasks do your parents or guardians really want you to do that you do not enjoy? Trade what your parents or teachers really want for what you really want. Use the words, "If you...then I will...". For example, "If you help me buy a car, then I will babysit three times a month, keep my bedroom tidy and study for 3 hours on Sunday night."

QUESTIONS: Before your meeting prepare good questions. For example, ask "Under what circumstances would you agree to...". Or ask, "What are your reasons for that?" (After asking questions, don't interrupt, listen to their answer—it may contain clues to help you persuade them.)

Remember always look for a creative approach that will lead to your parents saying yes to one of your options.



Nelson Mandela's Inauguration speech at Pretoria in 1994 is a good example of how to persuade to achieve results. Let's take a closer look...

"The time for the healing of the wounds has come. The moment to bridge the chasms that divide us has come. The time to build is upon us" are moving words for a nation that had struggled so long.

To connect with the audience emotionally, he crafted the content of his message carefully. He filled his speech with vivid and emotive language. This created a sense of intimacy, anticipation and passion.

Click here to watch the speech on YouTube:

<http://www.youtube.com/watch?v=grh03-NiHzc>

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Prepare in detail

3 Gathering all relevant information for the family meeting is the most important step. Research the background, clearly identify the options your parents want you to consider. (As well as the three options you create.)

Ask yourself four questions: What do they think now? What do I want them to think? What do they do now? What do I want them to do? Based on the answers, consider what information will help change what they think and what they do.

Think about what evidence you need to support your arguments for a car. Look at the NRMA or AAA website for some facts about running costs, environmental issues and insurance.

Don't fall into the trap of comparing yourself to your friends and their parents, as this approach usually fails. Additionally, it is easy for parents/guardians to say no if your argument is just based on what other parents do.

Listen actively at the family meeting

4 Listen attentively to all the information your parents/guardians present before they make a decision. Respond carefully to what they are saying. Remember you are trying to get your parents/guardians to think differently and trying to get them not to make a hasty decision.

The key is to ask questions and not make heavy demands.

Summarise what they are saying. For example, say: "I understand that you want me to catch buses and trains. From the three options I have presented which one works best for you and me getting ready for the HSC?" This ensures that you understand their position and may provide an opportunity to address their concerns.

If you don't agree, first say "Help me understand more about your ideas?" Then let them explain, summarise and ask "Have I understood you correctly?" If they say yes then move on to explain the reasons you disagree. If they say no, summarise again and ask again, "Did I understand you correctly?". (Because the other person will not listen properly to you until you convince them you have listened to their argument. Summarising until they say yes increases your chances of persuading your parents!)



Avoid this killer phrase, "I want... !"

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5 Focus on solutions

Look for ways for your parents/guardians to agree on one of your prepared three options.

Don't get stuck on defending your position — focus on how you want to achieve your solution. Remember what results you want and be prepared to consider other ways of getting it. For example, in exchange for letting you stay out until 11pm, your parents/guardians might insist you text them once an hour after 9pm. Yes, this may be embarrassing but they are giving you what you want, so consider it carefully. It might not be your chosen solution, but it is a solution.

6 Manage emotions

It would be comforting to think that family decisions are made strictly according to reason. But research shows that emotion infuses everything we do, including thinking and decision-making.

Questions to focus you on the emotional aspect of persuasion are:

- * What emotions will help me achieve my purpose?
- * Which ones should I avoid?
- * How can I stimulate the right feelings in my parents/guardian?

If the discussion becomes emotional, there is a good chance that your parents will say no quickly. If your Dad says, "I use to ride a bike to school and work every day," please don't respond with, "Dad get a life, we are talking about me and this century" Otherwise, emotions will take over and your meeting will soon turn into a heated argument that gets nowhere.



7 What if they still say no?

If, after all your careful planning and calm discussion your parents/guardians still say no, accept their decision. Simply tell them you're disappointed, but you respect their decision and hopefully they'll reconsider soon.

In my experience, when young people try to persuade their parents, guardians or teachers to do something different, little work is put into coming up with possibilities and too much is put into demands.

Most parents and guardians will be impressed when you have prepared, developed options and worked through better ideas.

Thanks for reading this article, if it will help, buy your parents or guardians the book below from amazon.com either as an e-book or something to put under the tree for Christmas.

