

The TED\$ Model in Action!

For some people, it's sometimes difficult to turn down requests from other people. Often behind this difficulty hides the very popular and tenacious thing called **guilt!** What follows is a very simple and effective model that helps to take better care of oneself - and others! - when an external request is made (and it does not scream "Hurray!" inside).

When we are presented with a request, we need to ask ourselves if we have the

- 1) **T**ime,
- 2) **E**nergy,
- 3) **D**esire or
- 4) **\$** the money

...in order to fulfill that external request.

Example:

- "Kelly, could you help me move this weekend... probably Saturday all day and part of Sunday so I can put everything away? The four children and I are moving to the other end of town."

[In Kelly's mind: Oh boy! I've been so exhausted since Monday... I was really planning on resting this weekend. Plus, I have dinner at mom's on Saturday night... Ew! I don't really have the time... and I really don't have the energy! I wish I could help Jan: she had helped me with my move last year. Well, I think I can give her a hand. I'll offer to help her Saturday morning from 9 a.m. to noon: she can take it or leave it! I will be able to live with this compromise, and I will be happy to be able to help her out!]

- "Jan, I have a lot going on at the moment. However, I would be happy to help you Saturday morning from 9 a.m. until noon. Does that work for you?"
- "That's great, Kelly! I really appreciate it! In that case, I'll also ask Dan and Maurice to see if they can join us!"



Note:

If the answer to **only one** of the four elements of the TED\$ model is "no", **we have every right to turn down the request, period!** And besides, **no need for justification!**

The reality is that our "internal government" simply does not have the capacity at the moment! In some cases, you can negotiate with the other, or offer a compromise (such as in the example above), but it is a personal choice - and a very generous one for that matter - and not an obligation!

Remember that when we say "no" to external requests or demands (because they exceed our abilities in the moment), we say "yes" to ourselves! Hence the principle that **we, and only we, are responsible to meet our own needs.** It's not up to others to do so. And THE REVERSE APPLIES: **it's not up to us to meet the needs of others** but it's their responsibility and theirs alone!

And when you say "yes" to yourself, you also say "yes" to others, either in the short, medium or long term. This does not mean that the other person will have a smile on their face when they hear our "no": if the person in front of us is a mature adult, they will accept our "no" without too much difficulty. If, on the other hand, the person is emotionally immature (and there are many immature people in the world!), they may try to do all kinds of free acrobatics - which can be costly! - to convince us to change our decision, for example, by manipulating, blackmailing, playing the victim or the indignation game, being angry(!), sulking, shedding crocodile tears, etc. In the end, they may resort to any shenanigans akin to what equates to emotional terrorism! Please be vigilant!

In short, the **TED\$** model is a very useful and simple approach that will help guide your decisions when managing external requests. Take good care of your Self!

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