

# Bad News Eradicator

## Exercise #3

### 1. Examples of Negatives Translated to Positives\*

1. "Does not require . . ."	"Requires..."
2. "Does not exceed..."	"Is limited to..."
3. "He is not happy about this."	"He'd rather see..."
4. "I can't speak for them."	"They can speak for themselves."
5. "If you can't refrain from . . ."	"Please avoid."
6. "It's not unreasonable."	"It's reasonable."
7. "It's not too much trouble."	"Happy to help."
8. "It's unlikely he won't disagree."	"He's likely to agree."
9. "Not my job, unfortunately."	"It's _____ job, fortunately."
10. "That's not our perspective."	"Our perspective is..."

*\*Note: There are at least four correct positive responses to each negative.*

2. Try your hand at creating your own positive equivalents to these negative statements. Share them with me and I'll respond.

1. "I don't mean to apologize."	
2. "I wouldn't say that."	
3. "It doesn't mean you're not finished."	
4. "It's not without limits."	
5. "May not be covered."	
6. "Not for the uninitiated."	
7. "Nothing less than success."	
8. "That isn't our problem."	
9. "That's impossible."	
10. "The increasing inability."	

### 3. Begin Monitoring and Translating Your Own Negatives Today.

It's one of the key disciplines of leadership.

Start Collecting Your Negatives Daily	Do Your Translations Immediately
1.	
2.	
3.	
4.	
5.	

Please send these to me and, with your permission, I will publish them and add them to our growing list of negative language translations.

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### 4. The Impossible Negative

Send me your most impossible negatives to translate. I will respond to you immediately and publish my translation in a future issue.

1.	
2.	
3.	