

YES, AND

# HANDBOOK



FREE "YES, AND" WORKBOOK

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





COMEDIAN/SPEAKER

## DAVID AHEARN

David Ahearn, a renowned keynote speaker and best-selling author of nine books, including the national bestseller "Happy Accidents," co-founded and led the improvisational comedy show Four Day Weekend for 23 years. Named Small Business Owner of the Year, he has delivered impactful speeches to esteemed audiences, including the United States Congress.



# ABOUT THE JOURNEY WELCOME



Thank you for saying "Yes" and doing me on this "Yes, And" journey. I know if you apply these techniques you will transform how you communicate and connect with others. This experience will empower you to listen more intently, respond creatively, and build meaningful relationships, enhancing both your personal and professional life.

Join a group of like-minded people and discover the profound impact that embracing improvisational techniques can have on your everyday interactions.



## WHAT IS "YES, AND"?

"Yes, And" is an improvisational technique that involves accepting what others say and adding to it, fostering creativity and collaboration.



## THE ORIGINS OF "YES, AND"

The "Yes, And" technique, rooted in improvisational theater, emerged when actors discovered that saying "No" derailed scenes and halted progress, whereas accepting ideas with a "Yes" and adding to them made scenes more robust and dynamic. By using this technique, individuals can enhance their public speaking skills, build stronger relationships, and create more engaging interactions.





# HOW TO USE THIS HANDBOOK

This handbook is designed to be your companion on a journey of growth and discovery. Start by exploring each section at your own pace, engaging with the exercises and reflecting on your experiences.

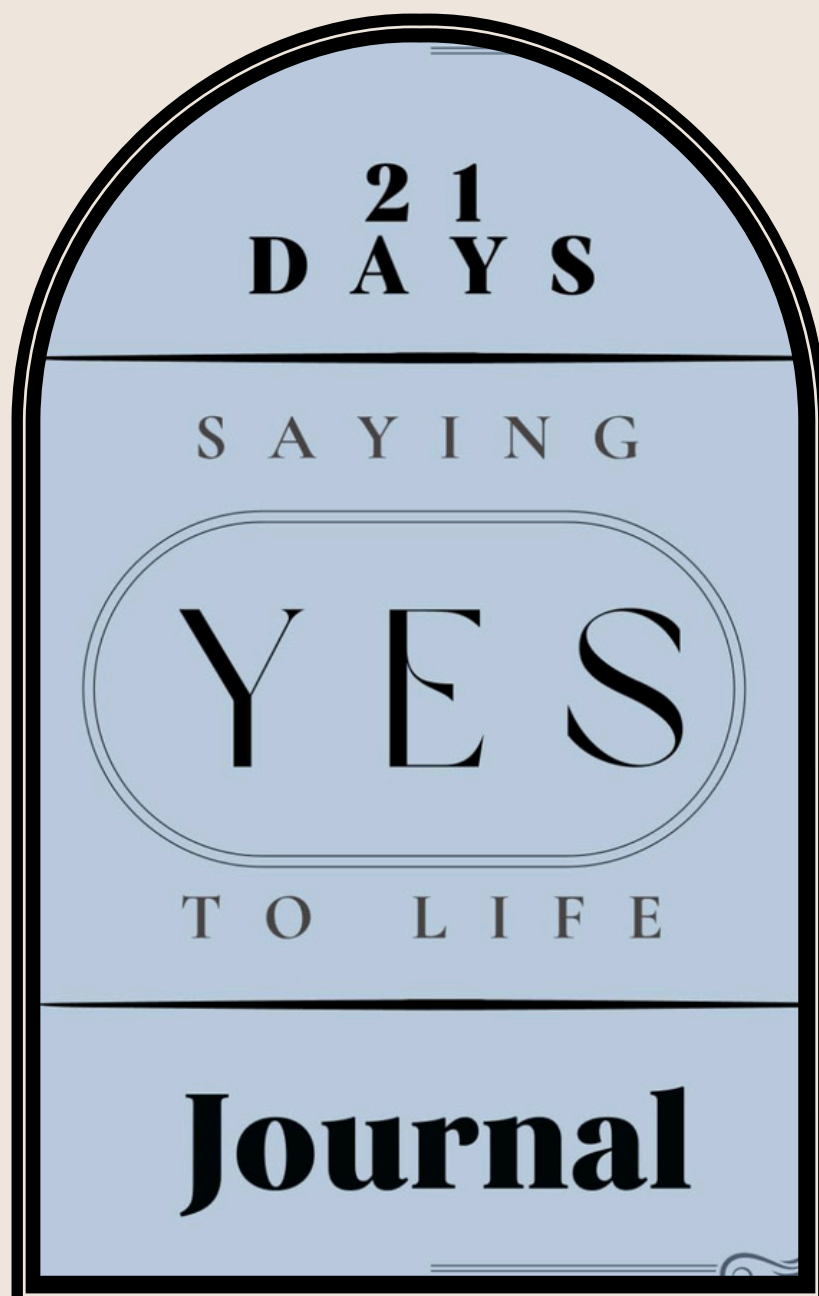
Use the daily journaling prompts to document your progress and insights. Feel free to revisit any part of the handbook as you go along, and remember to stay open to new possibilities. This guide is here to support you—take it one step at a time and enjoy the journey!



## QUESTIONS?

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# DAILY JOURNALING



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## DAILY JOURNALING EXERCISE: THE POWER OF "YES"

For the next 21 days, commit to saying "Yes" to as many opportunities and experiences as you can, provided they don't cause harm to you or others. Each day, take a few minutes to journal where these "yes" answers lead you, noting any new insights, connections, and personal growth. This exercise aims to open up new pathways in your life, fostering a spirit of adventure and discovery.



# MY PROMISE

By committing to saying "Yes," you are taking a powerful step toward transforming the way you see and seize life's opportunities. When you open yourself up to new experiences, doors you never imagined will begin to open, revealing paths to growth and fulfillment.

I am dedicated to supporting you on this journey. In our community at [community.davidahearn.com](https://community.davidahearn.com), you will find a space filled with encouragement, shared experiences, and valuable insights. I will continue to share ideas and tips to help you make the most of this transformative practice. Together, we can embrace the power of "Yes" and create a brighter, more exciting future.

START THE DAY  
SAYING "YES"  
TO NEW THINGS

# TIPS FOR MORNING RITUALS

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## Morning "Yes, And" Ritual Tip: Empower Your Day

Start with Intentional Positivity: Begin your morning by saying "Yes" to one exciting opportunity or challenge you might face during the day and mentally add an "And" with a positive outcome or action.

For example, "Yes, I decided to drive a different route to work today. And because I went on a different path, I stopped for coffee at a new shop where I saw an old friend I hadn't seen in years. We are going to dinner tonight!"

This simple practice sets a constructive tone for the day and reinforces a mindset of optimism and proactive behavior. By breaking out of our old patterns, we set the course to invite new opportunities into our lives that we normally wouldn't have or see. It's by changing our patterns that we begin to develop a new us.

## CONCLUSION

Changing our mindset to focus on the positive potential can lead to incredible transformations in our lives. By adopting practices like the "Yes, And" technique, we begin to see and manifest amazing opportunities. Our thoughts and attitudes shape our reality, and nurturing a positive mindset invites success and growth.



YOUR "YES, AND"

# MORNING RITUAL JOURNAL

DATES : .....

MOOD : .....

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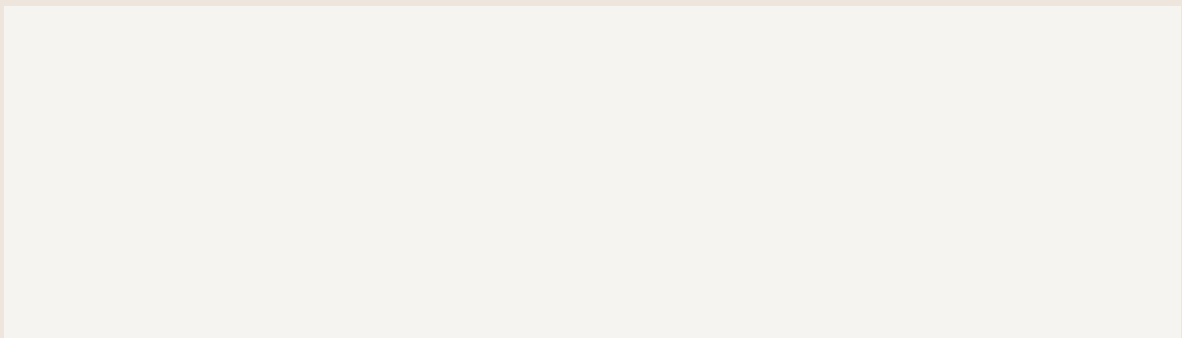
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NOTES AND IDEA





# TIPS FOR EVENING RITUALS

- **Find a Quiet Space:**

Unwind in a peaceful space to reflect on your day.

- **Review Your Day:**

Identify moments where you said "Yes" and embraced opportunities.  
Reflect on the positive outcomes and feelings.

- **Notice the "No's":**

Consider times you said "No" or avoided opportunities and reflect on why.







# TIPS FOR EVENING RITUALS

- **Journal Your Thoughts:**

Document your reflections—both "Yes" moments and "No" moments, and what you learned from them.

- **Reflect On Your Conclusion:**

Recognize that focusing on positive possibilities leads to transformations. Your mindset shapes your reality, inviting success and growth.

- **Set Intentions:**

Set positive intentions for the next day, committing to embrace more opportunities.

**BY REFLECTING ON OUR DAILY CHOICES AND SETTING POSITIVE INTENTIONS, WE CAN TRANSFORM OUR MINDSET AND INVITE ABUNDANT OPPORTUNITIES INTO OUR LIVES. EMBRACING A "YES" ATTITUDE SHAPES OUR REALITY AND FOSTERS PERSONAL GROWTH.**

YOUR "YES, AND"

# EVENING RITUAL JOURNAL

DATES : .....

MOOD : .....

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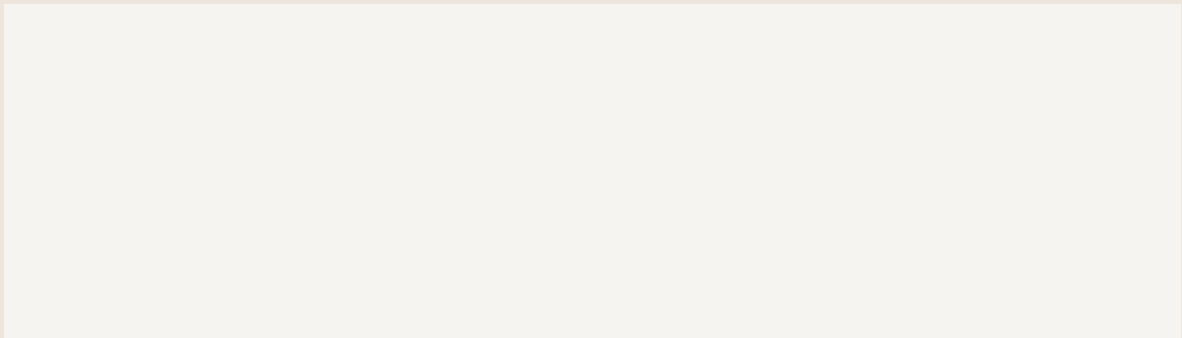
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NOTES AND IDEA





## WORKSHEET

# QUESTIONNAIRE

### Unlock Growth Using "Yes, And"

#### **SET YOUR LIFE GOAL: CRAFTING YOUR VISION FOR SUCCESS**

Identify what truly matters, break down your dreams into actionable steps, and create a strategic roadmap to your desired life. Stay motivated, reflect, and adjust as you shape the life you desire.

#### **MASTER TIME MANAGEMENT: OPTIMIZE YOUR PRODUCTIVITY**

Learn to prioritize tasks, eliminate distractions, and create a balanced schedule that maximizes your efficiency. Transform your daily routine and achieve more with less stress.

#### **BUILD STRONG RELATIONSHIPS: NETWORKING AND COMMUNICATION**

Develop effective communication skills, deepen existing relationships, and expand your network. Learn to connect with others in meaningful ways that enrich your personal and professional life.

#### **CULTIVATE A GROWTH MINDSET: EMBRACE CHALLENGES AND THRIVE**

Shift your perspective to embrace challenges and view setbacks as opportunities. Foster resilience and a proactive attitude to continuously grow and achieve your full potential.

# QUESTIONNAIRE

## Your Goals and Aspirations

Use the space below to write out your goals and aspirations. Let your dreams guide your words!

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



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# Congratulations!

## CONCLUSION

# CONGRATULATIONS ON FINISHING THE "YES, AND" WORKBOOK

Your commitment to growth and mastery is truly commendable. By working through the "Yes, And" workbook, you've taken a significant first step towards enhancing your communication skills and embracing new opportunities. You've unlocked a transformative technique that can elevate not just your public speaking, but your overall confidence and presence in any interaction.

To continue this exciting journey, I invite you to enroll in **Stand Up! And Speak**. In this comprehensive course, we dive much deeper into the "Yes, And" technique and provide you with powerful tools to become a more effective and captivating public speaker. Join us today and take the next step toward mastering your voice and making a lasting impact!





# **STAND UP! AND SPEAK**

with David Ahearn

*The World is waiting for you to share  
your gifts. Go make it happen!*

## THE STAND UP! AND SPEAK MASTERCLASS

NEED MORE INSIGHT & SUPPORT?

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Transform your communication skills with the Stand Up! And Speak Masterclass, designed to elevate your public speaking to new heights. Leveraging the powerful "Yes, And" technique, this course offers expert guidance, interactive exercises, and a supportive community to help you captivate any audience and overcome stage fright. Join us to gain advanced techniques, personalized feedback, and practical tools that will turn every speech into an unforgettable experience. It's your time to Stand Up and Speak!

JOIN THE MASTERCLASS

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