

UNBROKEN WITH YAY

PODCAST EPISODE 09: LITTLE LAWYERS

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WORKSHEET 09: TURNING DEFIANCE INTO DIPLOMACY

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IF THEY ARE GOING TO BE
STRONG-WILLED, LET'S TEACH
THEM TO USE IT FOR
NEGOTIATION, NOT JUST
REBELLION. YOU AREN'T
LOSING AUTHORITY; YOU ARE
HOSTING A MASTERCLASS IN
PERSUASION.

THE CORE:

Negotiation vs. Rebellion

When a strong-willed kid says "No," they are practicing autonomy. If you crush that "No" with "Because I said so," you teach them that their voice doesn't matter. But if you teach them to **debate**, you prepare them for the boardroom.

The Sales Shift: After 17 years in advertising sales, I can tell you: the most powerful person in the room is the one who can see from the other person's point of view. We aren't just "giving in"; we are teaching them the **Art of the Pitch.**

THE 3+1 RULE

(The Lawyer's Brief)

IN THIS HOUSE, "I DON'T WANT TO" IS A FEELING, NOT AN ARGUMENT.
TO CHANGE A "NO" INTO A "MAYBE," YOUR CHILD MUST PRESENT A
FORMAL CASE.

The Criteria for a Pitch:

3 Logical Reasons: Why is your plan better?
(Logic over emotion).

1 Benefit to Me (WIIFM): What is "In It For Me"?
(The Sales Closer).

Example:

The Request: 15 more minutes of gaming.

The 3 Reasons: "I'm in the middle of a level," "I finished my homework," and "I'll be more relaxed for bed."

The Benefit to Mum: "If you let me finish now, I promise I won't nag you for it tomorrow morning while you're trying to have your coffee."

SCENARIO PLANNING

The Practice Lab:

Identify a recurring power struggle (e.g., bedtime, screens, chores) and prepare your "Judge's Bench" response.

The Recurring Conflict:

Your Opening Line: "I'm willing to hear your side, but you need to give me 3 reasons why and 1 benefit to me."

The Goal: Even if the answer is still "No," praise the effort. "That was a great point about the WIIFM, but the answer is still no for tonight. Excellent pitch, Counselor."

THE EMPATHY SHIFT



Teaching a child to think about what you need is the first step toward high-level empathy. It forces them to stop thinking about their own wants and start thinking about the person across the table.

How did it feel to have your child consider your needs/benefits for once during a debate?

THE VICTORY MANTRA

"I am raising a leader, not a follower. By teaching them to negotiate, I am giving them the tools to navigate the world with intelligence and empathy."

