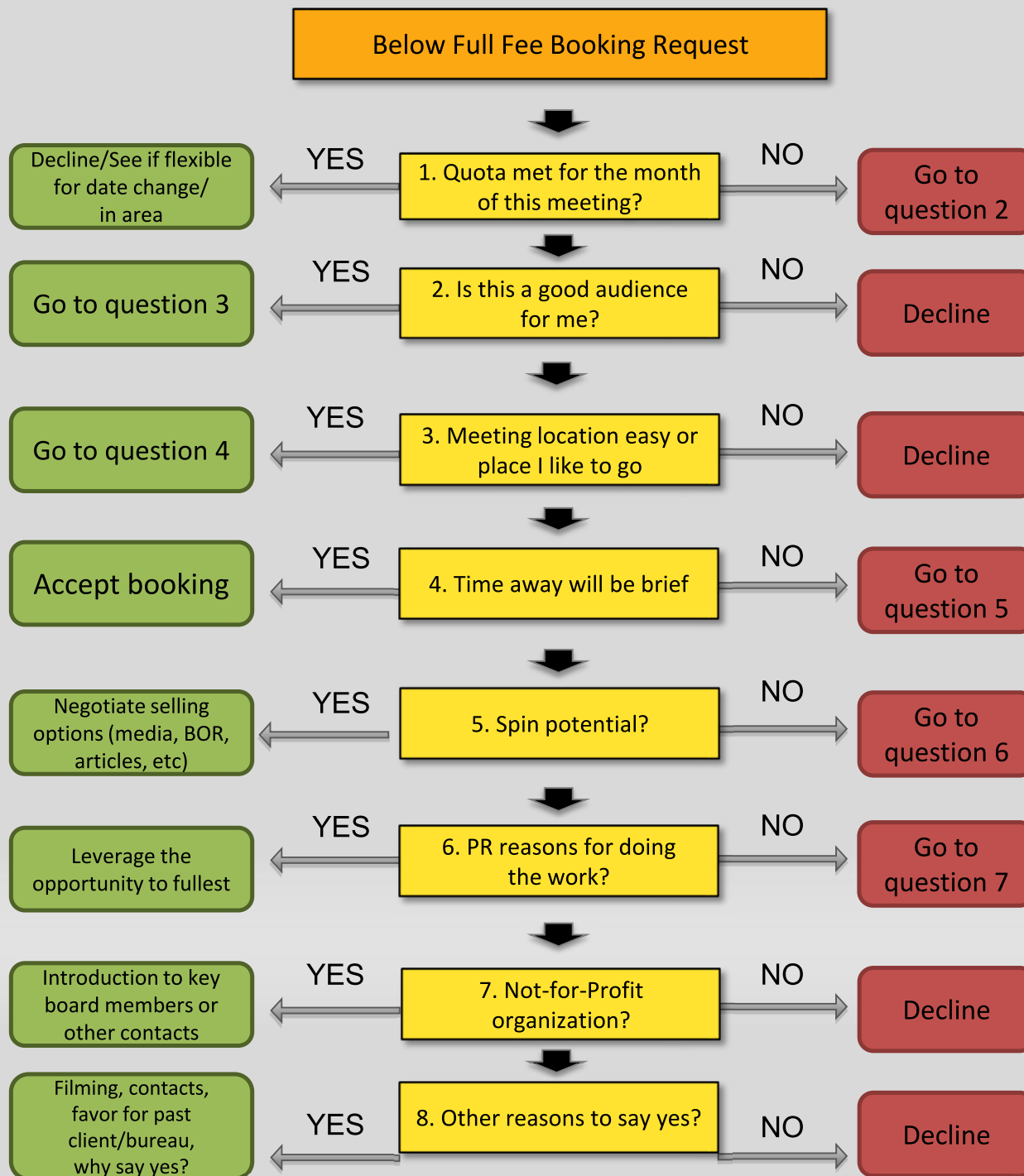


# Getting to Yes



Remember, if you say yes when you shouldn't, this is a date off your calendar for a full fee booking, my AIB drops (average income per booking), low-fee work often leads to more low-fee work, same energy used as full fee work.