

iOS app (<http://itunes.apple.com/us/app/the-huffington-post/id306621789?mt=8>)

Desktop Alerts

Log in

Create Account

Android app (<https://play.google.com/store/apps/details?id=com.huffingtonpost.android&hl=en>) [More \(/big-news/#women\)](#)

(<http://www.huffingtonpost.com/women>)

Edition: U.S. ▾

Like 1.1m

Follow

Newsletters

Huffington Post Search

FRONT PAGE

HEALTHY LIVING

WEDDINGS

DIVORCE

([HTTP://WWW.HUFFINGTONPOST.COM](http://www.huffingtonpost.com)) ([HTTP://WWW.HUFFINGTONPOST.COM/HEALTHY-LIVING/](http://www.huffingtonpost.com/healthy-living/)) ([HTTP://WWW.HUFFINGTONPOST.COM/WEDDINGS/](http://www.huffingtonpost.com/weddings/)) ([HTTP://WWW.HUFFINGTONPOST.COM/DIVORCE/](http://www.huffingtonpost.com/divorce/))

- Career & Money (<http://www.huffingtonpost.com/news/career-money/>) • My Story (<http://www.huffingtonpost.com/news/my-story/>)
- Women's Health (<http://www.huffingtonpost.com/news/womens-health/>) • Girls In STEM (<http://www.huffingtonpost.com/news/girls-in-stem/>)
- Third Metric (<http://www.huffingtonpost.com/news/third-metric/>) • Love Bytes (<http://www.huffingtonpost.com/news/love-bytes/>)
- Powerful Women (<http://www.huffingtonpost.com/news/powerful-women/>)

Safari Power Saver
Click to Start Flash Plug-in

CLINIQUE Meet the foundation and concealer in one.



Featuring fresh takes and real-time analysis from HuffPost's signature lineup of contributors

HOT ON THE BLOG

Maria Shriver

(http://www.huffingtonpost.com/maria-shriver/help-me-wipe-out-alzheimers-now_b_6876890.html?utm_hp_ref=Women)

Dr. Peggy Drexler

(http://www.huffingtonpost.com/peggy-drexler/mean-people-suck-but-they-are-often-successful_b_6867734.html?utm_hp_ref=Women)

Mika Brzezinski

(http://www.huffingtonpost.com/mika-brzezinski/syria-one-womans-story_1_b_6872474.html?utm_hp_ref=Women)

Stedman Graham

(http://www.huffingtonpost.com/stedman-graham/passion-with-a-purposefro_b_6839142.html?utm_hp_ref=Women)



Katherine Wintsch ([/katherine-wintsch/](http://katherine-wintsch/)) [Become a fan](#) (https://users.becomeFan.php?of=hp_blogger_Katherine+Wintsch) [/twitter.com/kwintsch](https://twitter.com/kwintsch)

Founder & CEO: The Mom Complex

How to Say "No" While Laughing Along the Way

Posted: 07/09/2014 11:56 am EDT | Updated: 09/08/2014 5:59 am EDT



Getty Images

21 (javascript:void(0))

Like

4

Share

(https://www.facebook.com/sharer/sharer.php?u=http%3A%2F%2Fwww.huffingtonpost.com%2Fkatherine-wintsch%2Fhow-to-say-no-while-laughing-along-the-way_b_5568056.html)

Tweet

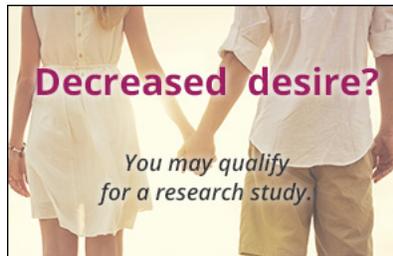
(<https://twitter.com/intent/tweet?lang=en&text=How+to+Say+%22No%22+While+Laughing+Along+the+Way+http%3A%2F%2Fhuff.to%2F1qVBSxK>)

(http://www.pinterest.com/pin/create/button/?media=&description=How+to+Say+%22No%22+While+Laughing+Along+the+Way&url=http%3A%2F%2Fwww.huffingtonpost.com/katherine-wintsch/2014/07/09/how-to-say-no-while-laughing-along-the-way_b_5568056.html)

(http://www.pinterest.com/pin/create/button/?media=&description=How+to+Say+%22No%22+While+Laughing+Along+the+Way&url=http%3A%2F%2Fwww.huffingtonpost.com/katherine-wintsch/2014/07/09/how-to-say-no-while-laughing-along-the-way_b_5568056.html)

ADVERTISEMENT

Decreased desire?
You may qualify for a research study.



reconnect STUDY [GET DETAILS](#)

SUGGESTED FOR YOU

- 1. [Hilary Duff's Bikini Selfie Is For All The Moms Out There](#)



[wintsch/how-to-say-no-while-laughing-along-the-way_b_5568056.html](http://www.huffingtonpost.com/katherine-wintsch/how-to-say-no-while-laughing-along-the-way_b_5568056.html))

When I was coming up through the ranks in the advertising industry, I didn't lead what anyone would call a "balanced" life. I woke up, went to work, worked late, went home, went to bed and then went back for more on the weekends.

Even when I wasn't at work, I was still thinking about work. When I was at the pool, I was reading *Made To Stick* or *Good To Great* and when I was drinking wine with my girlfriends, I was grilling them about what was in their pantry and why they bought it. They thought it was charming ("Oh here she goes again!"), and I thought it was helpful. Everybody was a winner.

I liked my life back then. I took pride in being a hard worker and my over-punched time card helped me advance quickly through the ranks of responsibility.

However, I was stopped in my tracks one day when a client asked me "what I did for fun" outside the office. It was the ONLY question he had all day that I couldn't answer.

Since "sleep" seemed like a remarkably lame response, I feigned an awkward giggle and quickly changed the subject. It bothered me that I couldn't answer his question. But it didn't bother me for long. I went back to work and forgot about it. Imagine that.

...Until I conceived, grew, and birthed a life outside of work. My daughter, Layla.

It was official. Once I had the first sign of a life outside of work, I wanted to protect it. But I didn't know how. I didn't know how to say NO. Truth be told, I'd never really done it.

Want me to work all weekend? Yep.

Want me to jump on a plane and fly to NYC tomorrow at 6 a.m.? Sure.

Want me to work 19 hour days, three days in a row? You betcha.

In all honesty... I'd had a million different versions of YES, but I'd never uttered the word NO.

When I came back from maternity leave with a new purpose (and new fears), I asked my business partner Brad Armstrong for advice. How could I learn to say no while helping to lead the biggest account in the agency's history?

His advice was provocative and profound. And it changed my life.

"When it comes to saying no, just think of your job like a teenage boy trying to make out with you. This job is going to take everything you'll give it and STILL want more. And it's up to YOU to draw boundaries regarding what you ARE, and ARE NOT willing to do. And it's imperative to determine and declare your boundaries (not working weekends, protecting dinner time at home, etc.) BEFORE the heat of the moment. Because if you wait until the heat of the moment, they'll start begging ("but Katherine we neeeeeeed you in this meeting that's in LA tomorrow) and you'll start caving."

Holy macaroni.

In the 27 seconds it took for him to share his advice, I could feel my life changing. It was the perfect analogy. Maybe because I made out with too many boys in high school, or maybe because it was so profoundly simple. Who cares. It worked.

And since most of the people I worked with at the time were men, I had fun with it. FOR YEARS.

When they asked me to do something that would jeopardize the boundaries I'd set, I'd simply say (in my mind), *Nope. I am not making out with you right now.* Then I'd giggle and tell them No.

It worked.

Like magic.

an hour ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) [AOL Forex Cavan Sieczkowski](http://AOLForexCavanSieczkowski.com) Cavan Sieczkowski Most Popular on HuffPost

- 2. [Jessica Alba Doesn't Look Like This Anymore](#)



21 hours ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) HuffingtonPost.com (AOL) [Lauren Zupkus](http://LaurenZupkus.com) Lauren Zupkus Most Popular on HuffPost

- 3. [Bikini'd Kate Hudson Hits The Beach With Chris Martin](#)



16 hours ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) [AOL Forex Lauren Zupkus](http://AOLForexLaurenZupkus.com) Lauren Zupkus Most Popular on HuffPost

- 4. [Televangelist Needs A Fancy Jet, And He Wants Donors To Pay For It](#)



2 days ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) HuffingtonPost.com (AOL) [Ron Dicker](http://RonDicker.com) Ron Dicker Most Popular on HuffPost

- 5. [This Is What's Ruining The World's Sleep -- And It's Not Our Technology Addiction](#)



3 days ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) HuffingtonPost.com (AOL) [Alena Hall](http://AlenaHall.com) Alena Hall Most Popular on HuffPost

- 6. [Nothing Sums Up British Humor Like This](#)



3 days ago huffingtonpost.com [The Huffington Post](http://TheHuffingtonPost.com) HuffingtonPost.com (AOL)

- 7. [Sean Hannity Interviewed A Ferguson Protestor. It Didn't End Well.](#)



Every time.

It changed my life in so many ways. It gave me a guilt-free way to say no, it protected my NEW and very important life outside of work, and it made me laugh along the way.

Now, that's some great advice.

Who knew being a "prude" could be so much fun?

Follow Katherine Wintsch on Twitter: www.twitter.com/kwintsch

(<http://www.twitter.com/kwintsch>)

MORE: [Learning to Say No](#), [How to Say No](#), [Work Advice](#), [Workplace](#), [Working Mothers](#), [Working Parents](#), [Career Advice](#), [Working Women](#), [Work Life Balance](#), [Life Advice](#), [Working Moms](#), [Parents](#)

You May Like



- 1. [The Power Of The Clitoris](#) 2 weeks ago [live.huffingtonpost.com](#) [HuffingtonPost.com \(AOL\)](#) huffpost love and sex podcast



- 2. [Blogger's 'Real' Bikini Photo 'Body Shamed' By Shape Magazine](#) 10 months ago [live.huffingtonpost.com](#) [HuffingtonPost.com \(AOL\)](#) health



Sponsored Links



LifeLock® Official Site
LiveLifeFree™ With ID Theft Protection.
LifeLock.com



5 WORST exercises for aging
Avoid these 5 exercises if you want to look and feel 5-10 years YOUNGER
OldSchoolNewBody.com



Just booked your vacation?
Get Travel Guard® Insurance for every trip!
www.travelguard.com

[Buy a link here](#)

[Advertise \(Http://Advertising.aol.com/Brands/Huffington-Post/\)](http://Advertising.aol.com/Brands/Huffington-Post/) |
[Log In \(/Users/Login/\)](#) | [Make HuffPost Your Home Page \(/Makehome/\)](#) |
[RSS \(/Syndication\)](#) | [Careers \(/Jobs/\)](#) | [FAQ \(/Faq/\)](#)
[User Agreement \(/Terms.html\)](#) | [Privacy \(Http://Privacy.aol.com/\)](http://Privacy.aol.com/) |
[Comment Policy \(/Comment/Policy/\)](#) | [About Us \(/P/Huffington-Post.html\)](#) |
[About Our Ads \(Http://Ainfo.aol.com/About-Our-Ads/\)](http://Ainfo.aol.com/About-Our-Ads/) | [Contact Us \(/Contact/\)](#)

Copyright ©2015 TheHuffingtonPost.com, Inc. | "The Huffington Post" is a registered trademark of TheHuffingtonPost.com, Inc. All rights reserved.

Part of AOL Lifestyle



2 days ago [huffingtonpost.com](#) [The Huffington Post](#) [HuffingtonPost.com \(AOL\)](#) [Katie Sola](#) Katie Sola Most Popular on HuffPost

- 8. [Woman Running For Mayor Decapitated In Mexico](#)



4 days ago [huffingtonpost.com](#) [The Huffington Post](#) [HuffingtonPost.com \(AOL\)](#) Most Popular on HuffPost

- 9. ['Black Madam' Found Guilty In](#)

FOLLOW HUFFPOST

- The Morning Email
- Women

Get top stories and blog posts emailed to me each day..