

## CEP Magazine – May 2021 Turning ‘no’ into ‘not yet’

---

By Kristy Grant-Hart

*Kristy Grant-Hart ([kgranthart@sparkcompliance.com](mailto:kgranthart@sparkcompliance.com)) is the Managing Director of Spark Compliance Consulting in London, and author of the book, How to be a Wildly Effective Compliance Officer.*

- [compliancekristy.com](http://compliancekristy.com)
- [twitter.com/KristyGrantHart](https://twitter.com/KristyGrantHart)
- [linkedin.com/KristyGrantHart](https://linkedin.com/KristyGrantHart)

Have you ever had your heart set on something, worked incredibly hard to make it a reality, only to hear the dreaded word “no?” Whether it’s critical new software, an increased budget, or another person to join your team, the word “no” can be devastating.

This document is only available to members. Please [log in](#) or [become a member](#).

[Become a Member Login](#)