**Please help with closing and cutting wordss**

**Every person has a creative side, and it can be expressed in many ways: problem solving, original and innovative thinking, and artistically, to name a few. Describe how you express your creative side.**

If generalized from an academic perspective of creative, my creativity is equivalent to that of a rock. I can’t draw, mold clays, or even develop a well-written fictional story. What I can do though, is to solve problems through the art of persuasion.

I started to implement the art of persuasion when I was 12 years old. As I walked across the toy store, I was intrigued by this brand-new helicopter. The shiny blade along with its bright-red color tempt me so hard that I knew I must buy it. There was only one small issue: it costs 100 dollars. My 5-dollar weekly allowance wouldn’t cut it.

“You have to earn it, Nelson. Don’t just beg me for it”, said my mother. Although frustrated, I held my mother’s words and left the store empty-handed. “How should I persuade and convince her that I earn that helicopter?” After some time thinking, my small brain came up with a gigantic solution.

For the next four days, I brought in my die-cast toy cars to school and offered them to my friends for four dollars each. Five cars later, I showed Mother the twenty dollars that I earned. She ended up buying the helicopter for me as a birthday gift and let me keep my car money.

Although it was a combination of sympathy and pity, I felt accomplished, knowing that I’ve successfully persuaded my mom into buying me a new helicopter. As I grew, I started to apply this problem-solving skill for more important negotiations.

Last year, my dad asked me to fly to Malaysia to handle our apartment’s rental agreements. The tenant, Mr. Ong, who was in the Airbnb business, decided to breach the contract and wasn’t willing to pay as much rent anymore as their business was slowing down. In fact, he wanted a 30% discount on the rent when the initial contract explicitly states a 10% increase per annum.

Despite his 30-year experience in the property market, I tried to remain confident. I told him that I understand where he came from and proposed a solution that would benefit the both of us. “Mr. Ong, a 30% discount would force us to take a loss on our investment. But, I’m open to share the rental market risk with you.” I came up with the solution: Instead of complying to 30% less rent, I convinced him to just decrease rent by 20% while paying additional 25 ringgits for every night someone stayed in the apartment. Without further hesitation, Mr. Ong agreed.

Even though I don’t have the hands of a painter or the eye for photography, I am able to express creative ways to solve problems though the art of persuasion.