

Entrepreneurial Selling v4.0

Get Rejected!

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Assignment

Your assignment, should you choose to accept it, is to become more resilient. One of the habits that high-performing sales professionals and entrepreneurs develop is the ability to bounce back from rejection. So, go out and get rejected.

Your assignment is to complete a list of 10 challenges that you have dreamed up. Take a piece of paper and write the numbers 1-10 on the page. Now, think of 10 challenges that will result in certain rejection and write them on your checklist. Two examples might be asking a friend if you can borrow \$2,000 for a couple of months, or asking your local coffee shop if you can just slide behind the counter and make coffee for a few hours. These “asks” will result in a “no,” and that’s the purpose of this exercise.

This assignment must be conducted with a straight face. The purpose is to see how you feel getting rejected and to bounce back, and also to help you overcome your fear of approaching people and asking for something.

You should write down what lessons you learn about approaching people and how your feelings change through the assignment.

Rules for assignment

- You must ask for things that you are certain are unobtainable
- Do not ever lie to get what you want. This should go without saying, but to do so is unethical as well as just bad business
- Do not promise favors or services that you cannot or will not be able to provide in exchange for completion of a challenge