

## Rethinking Rejection



### Discussion Questions

How would you behave if you had absolutely no fear (or concern) with hearing the word “No”?

Is it possible to reframe your beliefs about rejection?

How can the way you think about rejection (believe) affect your feelings?

Lytle says, “Resistance is the reason for the existence of salespeople.” What’s your take on that?

How do we give the word “No” power over us? How do we take back the power?

What action(s) are you taking as a result of this Instant Sales Training session?