



Lessons from 100 Days of Rejection

Jia Jiang's journey through rejection reveals a world hidden in plain sight, where people are much kinder than we imagine.

Jia Jiang adventures boldly into a territory so many of us fear - rejection. By seeking out rejection for 100 days — from asking a stranger to borrow \$100 to requesting a "burger refill" at a restaurant — Jiang desensitized himself to the pain and shame that rejection often brings and, in the process, discovered that simply asking for what you want can open up possibilities where you expect to find dead ends.

Movie Link (15:31)

http://www.ted.com/talks/jia_jiang_what_i_learned_from_100_days_of_rejection?utm_source=tedcomshare&utm_medium=referral&utm_campaign=tedsread

Motivational Discussion Questions (Select One)

- How can we apply these principles to the rejection we experience in sales?
- What are your natural reactions to rejection? How does that affect your success in sales?