

### Ask

***If you don't ask you are already rejected. You rejected yourself. Give others an opportunity to reject you." Jack Canfield***

Most people are so afraid of rejection that they won't ask. According to Jack Canfield, that means you have rejected yourself. That has to hurt, and lower your self esteem.

I like Jack's idea of giving others a chance to reject you. Well, he did just that when he tried to find a publisher for his Chicken Soup book. He was rejected over 140 times until he found the publisher that said YES.

Could you be rejected that many times and continue to ask? He did. He had a lifetime goal to sell 1 BILLION books. Guess what? He's sold over one half a BILLION to date. Not bad for someone who over 140 publishers rejected.

Think of the money he's earned. Think of how his life has changed. Lucky? Sure. But, he made his luck by hard, focused work. He did not take "no" for an answer. He knew his book was good.

Where have you rejected yourself? Where have you quit?

There is someone waiting to say YES to you. You have to work for it, you have to have a good product, but there is someone, ideally many, who will say YES. Your job is simple. Do your best and then ask until you are told YES.

Why should we worry about rejection? Why should we worry about someone saying NO? What we do and say is not for everyone. Their rejection is more about them and where they are at the moment than it is about us. Our job is to believe in ourselves and ask until we find the ones who will say YES.

Many of the famous people in history were rejected often before they hit the big time. We have all heard of the ones such as Lincoln. What we haven't heard of is the multitudes of others. I dare say most highly successful people were rejected more than once before they hit the big time YES.

What about you? Have you rejected yourself? What are you good at that you want to do but are afraid you'll be rejected, no one will like it, buy it, or listen to it? What's the music in you that you have not let out? Well, let it out. Practice it. Work at it.

When ready, ask. Keep asking until you hear YES. It's your life. It's your adventure. Make it an exciting adventure. The rejection makes the YES all the more valuable.

Every rejection gets you closer to YES.