

100 NO'S

Each time you hear a NO, then fill in one of the NO's in the tracker on this sheet.
Set a goal to get 100 NO's within the next few hours. No kidding! If you want to see your business explode with growth, take this exercise seriously. Here's a hint to make this simple:
MULTI-ASK. For instance, ask the same person to...

- // *Host a party with friends. If they say NO, fill in a NO and ask them to...*
- // *Share family/friend referrals. If they say NO, fill in a second NO and ask them to...*
- // *Listen & give their opinion of the Mary Kay business. If they say NO, fill in one more, you already have 3 NO's!*

Yes and No are a package deal. You simply cannot have one without the other.
You are training yourself to have an equal emotional reaction when you hear YES and NO.

So the question is...

how fast can you reach 100 NO's?

NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
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NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
NO	NO	NO	NO	NO	NO	NO	NO	NO	NO