Swap "No" for "Next"

This is the most crucial step for all of us. "No" can be the most defeating word to hear because it tends to influence so much of our behavior due to our fear of rejection and loss of self-worth when we hear it . It's time to change your mind set when it comes to encountering this word and embrace it for what it really means.

You know that deflated feeling, of feeling empty when someone tells you it's just not a good time right now? Well here's what you're going to say to yourself when you hear or feel the word NO from now on. You're going to replace it with the words "Next" because that is all it means. It doesn't mean it can't happen or that you're not good enough. It means you have to wait a little before trying again with that person. If on the other hand you can ask someone else, then great news, that wait just got a little shorter because you can go around them.

Here are some actions you can take to replace that feeling:

- Go back in another time.
- Ask a different way.
- Go around the person, find someone else.
- Wave a different carrot.

Reversing the tables, how will you push back and say No?

- Respectfully Agree to Disagree.
- Protect your Time.
- Point them to someone else.
- Say "Not right now, but maybe when…"

It's the same principle when it comes to failure. When something doesn't pan out the way we want, we auto-react and assume we have failed when in reality this should be treated as a lesson learned. There is no such thing as failure. It is merely a signal telling us we need to reroute, change course and try something else.