

# Thirty-Day Challenge for Overcoming The 15 Categories of Rejection

Follow the steps in the following four exercises. The point of these exercises is to help you evolve as a master persuader.

Tell three close friends and/or family members about your acceptance of the challenge, to have accountability partners during this thirty-day challenge. These chosen partners may even be some of the same people you list out in your exercises as important *Decision-Makers* and key influencers. You may also enlist your chosen supporters, to help give feedback about the pros and cons of your current persuasive abilities, before you complete day-four of the challenge. They may also be able to offer you invaluable constructive criticism after the thirty-day challenge is over. Also, you can use your social media to announce your challenge and report results when appropriate, so you have a community of supporters who inspire and support you.

## Part #1

**Day One.** List ten rejection situations and actions that stopped you in the past from achieving your *Interests, Wants, and Needs*. These can be personal and/or professional situations of your choice. Identify which category(s) of rejection was involved. Finish this exercise within the first day.

*Example: Table 1*

<b><i>Situation</i></b>	<b><i>Actions</i></b>	<b><i>Category</i></b>
<i>John said he was too busy to fix the faucet in my kitchen.</i>	<i>I never asked him why and never asked gain.</i>	<i>Close and Time</i>

**Part #2**

**Day Two.** Using situations from exercise #1, list the key influencers (KI) to each *Decision-Maker* (DM), write down what your strengths and weaknesses were, while dealing with each of them. Then, write down how you would leverage these people to get things you seek, using what you have learned in this book.

*Example: Table 2*

	<b>Who</b>	<b>My strengths</b>	<b>My weaknesses</b>	<b>Plan for leveraging</b>
<i>DM</i>	<i>John</i>	<i>He trusts me with his children</i>	<i>He doesn't talk to me much and travels a lot</i>	<i>Flatter his ability to fix things</i>
<i>KI</i>	<i>His wife</i>	<i>Considers me a good friend</i>	<i>She gets mad John is seldom at home</i>	<i>Bring her cookies and ask her if John can fix my sink</i>

**Part #3**

**Two Weeks.** For the next two weeks, at the end of each day, list out rejection situations you encountered that day. Write down who was the *Decision-Maker* (DM), identify which category(s) of rejection was involved, and how you overcame or didn't overcome it. In the last column write down the outcome.

*Example: Table 3*

<b>Day #</b>	<b>Situation</b>	<b>DM</b>	<b>Actions</b>	<b>Outcome</b>	<b>Category</b>
1	Pulled over	Policeman	I apologized, gave excuses, got angry	Got two tickets: speeding and broken tail light	Performance

**Part #4**

**Two Weeks.** In the next two weeks, I want you to make a plan to every day pursue something you would not normally go for. Write down: what are you going after, who is the *Decision-Maker*, any key influencer, bullet points of how you are going to approach them. In the end of each day, write down the outcome and what could be done differently.

*Example: Table 4*

Day #		Persuasion	DM/KI	Plan for persuasion	Outcome	What could do different
1	DM	Ask for 50% raise	Barbara (owner)	Go to her, highlight my past <i>Performance &amp; leverage Likability</i>	She gave 30% raise	Shouldn't give up so soon
	KI		Benny (VP)	Ask Benny for support	He thought I'm valuable but asking too much	Ask why he thinks it's too much and for his opinion on what else I could do.



Table 2

	<b>Who</b>	<b>My Strengths</b>	<b>My Weaknesses</b>	<b>Plan for Leveraging</b>
<b>DM</b>				
<b>KI</b>				
<b>DM</b>				
<b>KI</b>				
<b>DM</b>				
<b>KI</b>				
<b>DM</b>				
<b>KI</b>				
<b>DM</b>				
<b>KI</b>				

Table 3

<b>Day#</b>	<b>Situation</b>	<b>DM</b>	<b>Actions</b>	<b>Outcome</b>	<b>Category of Rejection</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					
<b>6</b>					
<b>7</b>					

<b>8</b>					
<b>9</b>					
<b>10</b>					
<b>11</b>					
<b>12</b>					
<b>13</b>					
<b>14</b>					

Table 4

<b>Day#</b>	<b>DM/KI</b>	<b>Persuasion</b>	<b>Who is DM/KI?</b>	<b>Plan for Persuasion</b>	<b>Outcome</b>	<b>What Could be Done Different</b>
<b>1</b>	DM					
	KI					
<b>2</b>	DM					
	KI					
<b>3</b>	DM					
	KI					

<b>4</b>	DM					
	KI					
<b>5</b>	DM					
	KI					
<b>6</b>	DM					
	KI					
<b>7</b>	DM					
	KI					

<b>8</b>	DM					
	KI					
<b>9</b>	DM					
	KI					
<b>10</b>	DM					
	KI					
<b>11</b>	DM					
	KI					

<b>12</b>	DM					
	KI					
<b>13</b>	DM					
	KI					
<b>14</b>	DM					
	KI					

**Think ten moves ahead before approaching your *Decision-Maker*.**