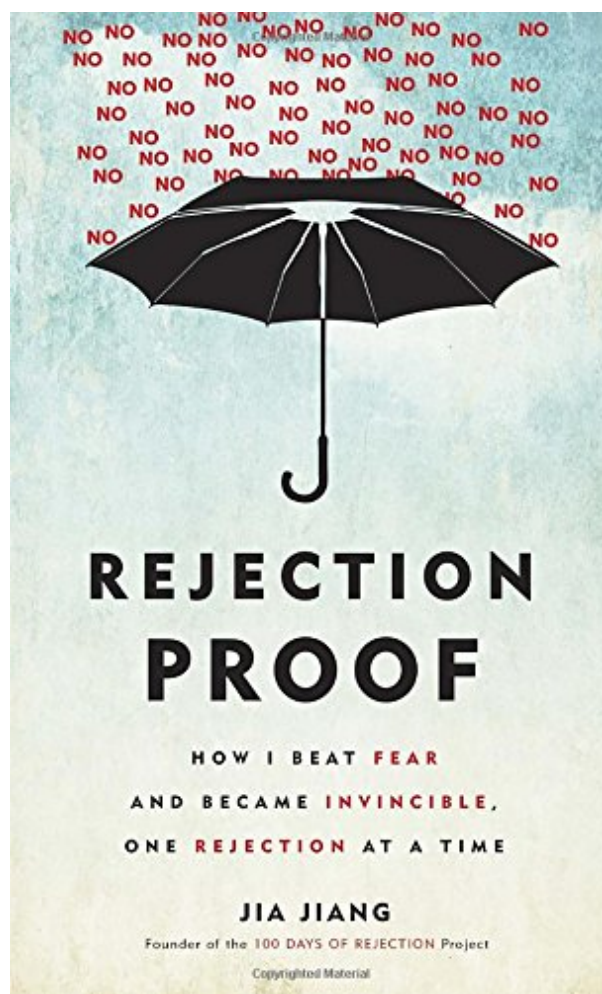
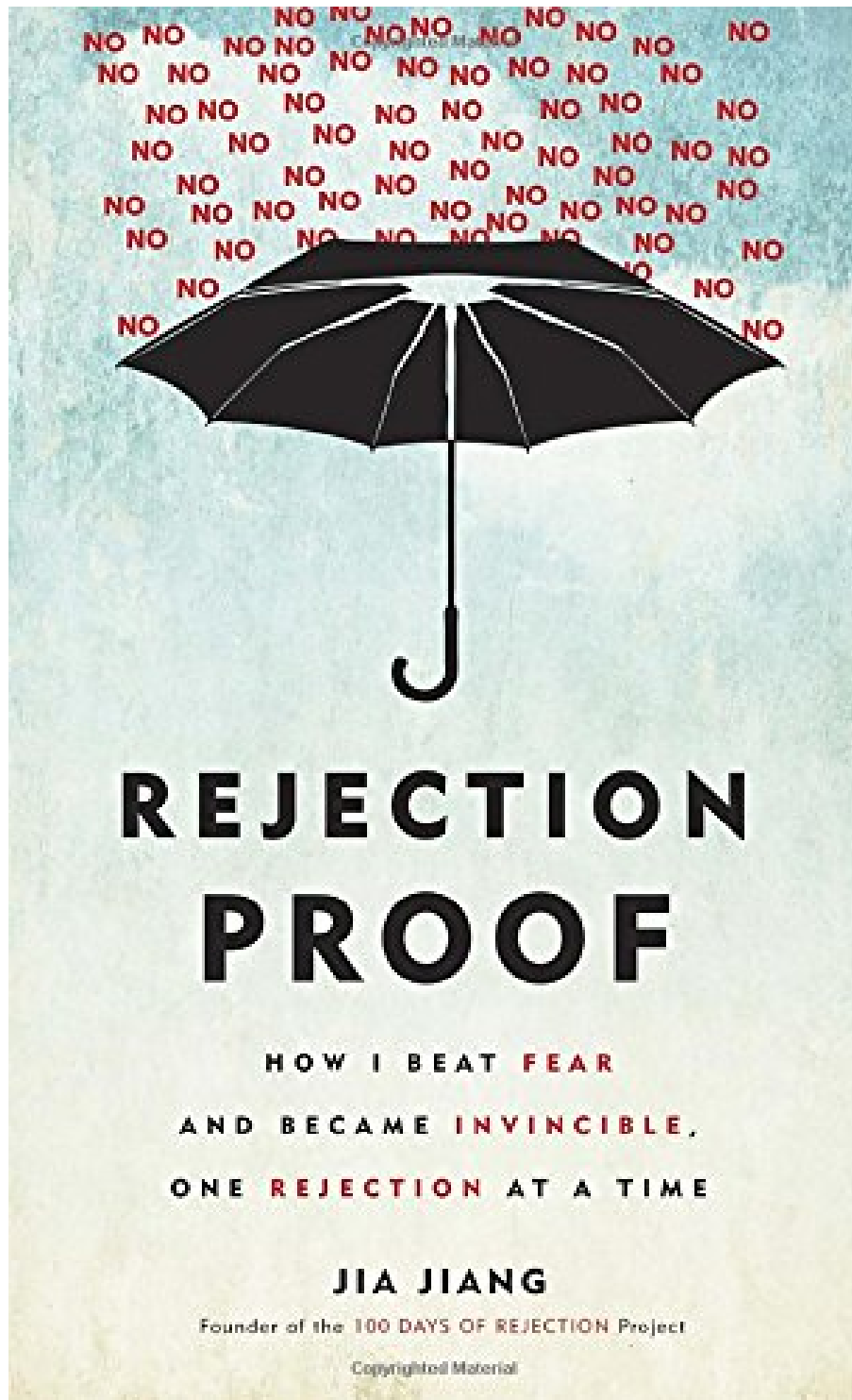


REJECTION PROOF: HOW I BEAT FEAR AND BECAME INVINCIBLE THROUGH 100 DAYS OF REJECTION BY JIA JIANG



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"I hope you buy two copies of this book because as soon as you read it, you'll want to give it to someone else who needs a boost of bravery too. And your friend is not going to give it back because it's not just a book, it's a constant companion for the next adventure. So buy two, better yet, buy 10 because it's hard to imagine someone who won't be encouraged and challenged by what Jia Jiang has written in Rejection Proof."

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About the Author

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Rejection Proof: How I Beat Fear And Became Invincible Through 100 Days Of Rejection By Jia Jiang. Learning to have reading practice resembles discovering how to attempt for eating something that you actually don't want. It will need more times to aid. Furthermore, it will certainly additionally little bit force to serve the food to your mouth and swallow it. Well, as reviewing a book *Rejection Proof: How I Beat Fear And Became Invincible Through 100 Days Of Rejection By Jia Jiang*, in some cases, if you ought to check out something for your brand-new tasks, you will really feel so dizzy of it. Even it is a publication like *Rejection Proof: How I Beat Fear And Became Invincible Through 100 Days Of Rejection By Jia Jiang*; it will certainly make you feel so bad.

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An entertaining and inspiring account of conquering his fear of rejection, offering a completely new perspective on how to turn a no into a yes.

Jia Jiang came to the United States with the dream of being the next Bill Gates. But despite early success in the corporate world, his first attempt to pursue his entrepreneurial dream ended in rejection. Jia was crushed, and spiraled into a period of deep self doubt. But he realized that his fear of rejection was a bigger obstacle than any single rejection would ever be, and he needed to find a way to cope with being told no without letting it destroy him. Thus was born his "100 days of rejection" experiment, during which he willfully sought rejection on a daily basis--from requesting a lesson in sales from a car salesman (no) to asking a flight attendant if he could make an announcement on the loud speaker (yes) to his famous request to get Krispy Kreme doughnuts in the shape of Olympic rings (yes, with a viral video to prove it). Jia learned that even the most preposterous wish may be granted if you ask in the right way, and shares the secret of successful asking, how to pick targets, and how to tell when an initial no can be converted into something positive. But more important, he learned techniques for steeling himself against rejection and ways to develop his own confidence--a plan that can't be derailed by a single setback. Filled with great stories and valuable insight, Rejection Proof is a fun and thoughtful examination of how to overcome fear and dare to live more boldly.

- Sales Rank: #66298 in Books
- Published on: 2015-04-14
- Released on: 2015-04-14
- Original language: English
- Number of items: 1
- Dimensions: 8.55" h x .90" w x 5.82" l, 1.25 pounds
- Binding: Hardcover
- 240 pages

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Most helpful customer reviews

22 of 22 people found the following review helpful.

Engaging read with helpful insights

By J. Weber

I thoroughly enjoyed reading this book and wouldn't hesitate to recommend it to most anyone. Jia Jiang's childhood dream was to be an entrepreneur. He had clever ideas as a young man but experienced rejection from a respected Uncle and went on to pursue a 'safe' course of action: education and obtaining a high paying job. He wasn't completely happy and his wife gave him the freedom to quit his job and pursue an idea to build a business. When a potential investor backed out he felt awful and decided to tackle his fear of rejection. He started a blog "100 days of rejection" and proceeded to make requests of strangers and risk rejection for 100 days. This book was written from those experiences. The author also lightly touches on biological reasons we all fear (and if not fear - definitely don't like) rejection. Several of the risks the author writes about were laugh out loud funny. Several had me groaning in sympathy as I too had to overcome heart pounding fear of public speaking. What I like the most was the very personable way the author shared both his experiences and his moments of increased awareness of the entire process. Moving past relief at actually living through his first risk to asking a person why they rejected his request, negotiating for something close to what his original request was, how rejection was not a rejection of him personally, but rather of his request. How to time your requests and make sure you are asking the right things of the right audiences.

Sometimes, with work and maturity, you can evolve into these insights on your own. I did, but sure wish I had some of these insights decades ago to help me out. I think this would be a great and enjoyable read for a younger person, but it applies to people of any age. The book is not preachy like some self help books can be. I felt like the author is a genuinely nice guy who appreciated both his feelings of taking risks as well as what it was like for the person he was asking something of. I felt that was essential to his increasing awareness.

I was not aware of the author or his blog prior to reading this book. It's evident he struck out onto the right path for himself being so successful with his blog, speaking engagements and writing this book. I have no problem believing he has helped many people move past rejection to living a life which makes them happy. Definitly recommend.

17 of 17 people found the following review helpful.

Useful guide for overcoming fear and taking action

By J

This true story is about Jia Jiang, a man who decided to overcome his fear of rejection by purposely making absurd requests in hopes of being rejected. His intention is to make 100 request over 100 days with the hope of desensitizing himself to rejection. He shares that the inspiration for his experiment was Jason Comely, inventor of the Rejection Therapy game.

Jiang was doing pretty well for himself prior to embarking on his experiment. He has an MBA from Duke and was earning six figures at a time when much of the economy was still recovering from the recession. Despite having a well paying job, a nice house and child on the way, his strong spirit of entrepreneurialism made him feel very unhappy simply being another worker. So Jiang did what many other would-be entrepreneurs do, he chased his dream. His initial dream was to create an app that he felt may become very popular. A devastating rejection from a potential investor brought him crashing back to reality and dealt a sharp blow to his confidence. That blow and the subsequent fallout from it ultimately led to his rejection experiment.

Jiang's requests started out seemingly harmless enough. The first involved asking a security guard at his office building if he could borrow a hundred dollars. The second had Jiang asking a Five Guys server if he could get hamburger refills along with soda refills. Jiang shared how he felt extremely nervous and ill at ease with these requests and was barely able to mutter the words at times. As he got deeper into his experiment, he found that subtle changes in body language and tactics could help affect the outcome. That leads to the important lesson found further within the book; how personality, delivery and other attributes can affect your delivery of and possibly the answer to your request. Jiang's requests eventually ventured into areas where his personal attributes and personality made it much easier for a person like him. One such experiment involved Jiang knocking on the door of a stranger's home and asking the stranger if he'd mind filming Jiang playing soccer in his backyard. Jiang may have pulled this off, as well as another experiment that involved getting strangers to eat apples that Jiang was handing out in a parking lot. However, by Jiang's own admission, he felt people were more open due to his non-threatening appearance and demeanor. I doubt a huge hulking biker-type with both arms covered in tattoos would have the same result. And that is one of the many lessons shared in this book.

The stories are all nice and amusing. Some reveal the contagious good will in people, such as the story involving a Krispy Kreme worker named Jackie. However, it's not just a book about his experiments listed one after another. In fact, the experiments very quickly become secondary to Jiang's explanation about the roots of rejection and how it's an evolutionary response for survival. He does make some very good and valid points. I found plenty of takeaways and highlights that can assist with overcoming reluctance to act or negotiation tactics. This isn't just a book for someone terribly afraid of rejection. It is also very useful for

those looking for reasons why certain tactics may not have worked. I would definitely recommend it to the budding entrepreneurs as well as anyone in sales or other direct pitch professions.

I don't want to give away too much of the book here in a review, so I won't mention anything else from directly within the pages. However, I will recommend this book for anyone looking for tips on increasing the courage to act and overcoming procrastination or fearful hesitance. Some may feel that the overall advice of not being afraid and tailoring your delivery to the situation at hand may be a bit general. However, Jiang does put a fresh spin on the whole fear of rejection and facing our fears that had me turning page after page with genuine engagement. He never loses the reader and his message never strays. Most importantly, it was useful and practical information that can be applied right now, not pie in the sky page filling fluff. That's about as good as it gets with a book in the insanely crowded self help genre.

One last note. As I mentioned earlier, the book starts to stray away from focusing primarily on the actual rejection experiments relatively quickly and delves more into Jiang's overall philosophy regarding fear of rejection and overcoming it. Many of the experiments are mentioned, however, only a small percentage get a full explanation while others are merely mentioned in passing, such as merely stating whether a request was denied or accepted and nothing more. If you are interested in the actual rejection experiment and the full list of 100 requests, I suggest visiting Jiang's web site where he has all 100 requests along with the accompanying videos. My favorite, both story and video, is the gyroplane experiment. Fortunately, it's one of the experiments that does get ample attention in his book.

15 of 16 people found the following review helpful.

outstanding.

By M. Lohrke

Even though the 100 Days of Rejection project was a media phenomenon, I was completely unaware of it prior to reading "Rejection Proof." In a way, I'm glad I am because I came into it without any biases or preconceived notions.

As someone who's had a lifelong battle with fear of rejection, I found this to be not only a great story and motivator, but an insightful look at the root causes of those fears that cripple so many people (I definitely wouldn't count this as a self-help book, which is a good thing). The anecdotal stories are great as is the research, which is presented in a very reader-friendly way. Mr. Jiang has an easy-going writing style and is surprisingly funny. I laughed out loud several times. It's one of those books you can easily get lost in because it's well written and endlessly interesting.

It's also nice to see someone making such a positive impact in the world. I know it wasn't his intention, but that's the beauty of it. It was an organic movement that just needed a kickstart. There's obviously a need for this book as it's impacted so many people for good. It's good we can talk about these things openly. The fact that we can do so with humor and grace makes it all the easier. So, hat's off to Mr. Jiang for making the world a better place.

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