**CS JIA JIANG – REJECTION ROCKS**

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**Male speaker:** Welcome to the Chalene Show. Chalene has helped thousands with her books, seminars and online academies. She’s the author of the New York Times Bestselling Book, “Push” and a mother of two.

**Chalene**: Can you imagine actually enjoying rejection? Can you picture yourself setting up situations where people would reject you? Well, that’s exactly what my guest today is all about. Jia Jiang affectionately known as Jia is the author of “*Rejection Proof*.”

He moved here from Beijing China at the age of 16 years old with a dream of being the next Bill Gates. He wanted to be an entrepreneur. He wanted to start his own business. But like many of us, he also decided he needed a degree and wound up with a great degree and a great job and a beautiful wife but feeling like unfulfilled and there was this piece of him that always wanted to be an entrepreneur and he knew that he was unhappy and his wife could see it too.

And right about that time they were having their first child, his wife came to him and said, “Quit the job start your own business. You’ve got 6 months to do it.”

Jia decided to start a technology company. He assembled a team. He went out to seek investors. Four months into it, he was sitting in front of this huge opportunity to find that dream investor and what did he receive? A big fat ‘NO’!

That no was devastating. It damaged his courage. It damaged his dream. It damaged his get-up-and-go and he wondered if he could continue on with this pursuit of or if he should return to the workforce and get his old job back. But his wife had told him, “You’ve got 6 months to do this.” And they’re only four months in.

So Jia decided the first thing he had to do was get over his fear of rejection. So he Google-‘d’ it and figured out what he needed to do was expose himself to rejection so that he could change his mindset around it. He set out to blog about, “100 days of rejection.”

I stumbled upon his story one day scrolling through TEDex talks. I watched his story and I thought I love this dude. He’s so real. He’s so inspirational and he’s found a way to help people change their mindset about rejection and for so many of us, that’s that piece, that missing piece that stops us. That becomes the obstacle to success.

Well then, I couldn’t get enough. So I spent hours and hours going through each one of the blog posts on YouTube which I’ll put a link too in the show because he videotaped each one of these experiments of rejections and some of them are so funny, and so courageous and so daring, like, you can’t even believe some of the things he asked people to do or just say or eventually became difficult to get rejections but it was the number of rejections; it was dealing with rejection over and over again that was helping him to become more confident, to become stronger, to become rejection-proof.

Jia’s story is so inspirational. He’s such a likeable guy. We talked about all of the ways that you can learn to deal with rejection, to change your mindset around it and how rejection is really a good thing. Some of my favorite takeaways from this episode is that Jia’s going to teach us the right away to ask. And when you learn these things, the likelihood of you being rejected is much lower.

In fact, Jia puts me on the spot and asks me for something huge in this episode. What do you think I said? If you guys said yes or no? Well, tune in and find out.

**[START OF PODCAST]**

**Chalene**: Jia, it’s Chalene. How are you?

**Jia Jiang**: I’m doing good. How are you Chalene?

**Chalene**: I’m awesome. Congratulations on the new baby.

**Jia**: Oh, thank you.

**Chalene**: So, are things pretty chaotic at your house today?

**Jia**: Oh, oh yeah! Today is the first week day after the baby was born and - so you can imagine that we just came back from the hospital yesterday

**Chalene**: Wow.

**Jia**: And today, I’m here on your show. So yeah, it’s chaotic to say the least.

**Chalene**: Well, thank you so much for taking the time to do this. I really appreciate it. And guess what? My lifers love to support dads. So lifers, how about we all make sure that we go to Jia’s website and support a guy who’s just a great dad and this is baby number two, right?

**Jia**: Yeah, it is. Every time there’s a baby, something crazy is happening in my life, you know. So last time, I started my business, you know, when the baby came out and this time, I’m launching my book. So yeah, everything’s happening.

**Chalene**: Isn’t it funny how all that happens?

**Jia**: Yeah.

**Chalene**: Well, that’s how I found you. I love watching TED talks and I stumbled upon a TED Talks with you and I was like, “Okay, he’s super funny and he is speaking my language and I love what you stand for.” And I watched that video and when you filmed it, I believe you are in the middle of an experiment. Can you tell us a little bit about it?

**Jia**: Yeah, it was almost two years ago. And it was called “100 Days of Rejection.” It’s basically me starting a video blog where I would film myself every day to go out there, to get rejected by people. I would try a new idea every day, you know, just as crazy as possible to see if how I can get rejected. And the whole reason was because I was so afraid of rejection and I did this as a way to strengthen myself and not to be afraid anymore and, you know, maybe to desensitize myself from the pain.

**Chalene**: I have to ask because when I was watching your talk, I thought to myself, “Well, filming a video blog, how do you make money from that?” Like, how were you thinking that was going to be a business?

**Jia**: I didn’t. I didn’t at that time.

**Chalene**: Okay.

**Jia**: Sometimes, you know, if I it comes when you think about you know how do I monetize this? That is probably you know a lot of things I would do differently. But the thing is at that time I just want to do something cool and I want to do something that’s helpful for me, first of all, you know. They said, the best of businesses are like things that solve a problem, right? These things solved the problem for me which is my fear of rejection. And I wanted to get rejected. I wanted to not be afraid anymore because I felt that I have lived in that fear all my life, so that’s why I did it without thinking too much about business and eventually turned into something that I feel there’s a huge market for and that’s something I’m building right now.

**Chalene**: That is so inspirational. Lifers, hold on to that. I mean think about what he just said. I didn’t know what it was. I didn’t plan for it necessarily to monetize. I wanted to do something cool, something to help people, something I knew, something I knew was helping me and I just can’t even tell you how many entrepreneurs, really successful. Entrepreneurs I’ve met who their journey started that way. I just had Pat Flynn on the show. His incredible business started exactly like that.

So for those of you who are like,” I have this itch, this desire to do my own thing. I just don’t know what it is.” Stop thinking about the dollar sign and just think about what you want to do that’s cool, that you’re passionate about, that helps you and helps other people. You were dealing with those same thoughts yourself. Feelings of dealing with rejection, was that something that you knew you had to get over in order to be successful?

**Jia**: Yeah, absolutely. You know, I’ve always wanted to be an entrepreneur growing up but the thing is, I didn’t carry through on those dreams of becoming next Bill Gates or Thomas Edison, was it because, you know, I had to feel like I didn’t want to get rejected by my family or by other people, by my friends.

I felt like I had to live up to someone else’s expectation and all those years, it’s really that fear really held me back.

That was until when my first son was born, I felt, if I couldn’t do this back then in my early well, my early twenties or when I was a teenager, if I couldn’t do it in my mid-twenties how can I do it now when 30 years old as a father, you know? So that’s why - but instead of letting that become an excuse for me not to do it, it actually became a catalyst. I was like, “This is my last chance. I got to do it,” so that’s where I made the job.

**Chalene**: Did you write out in advance all 100 things you want to try or did you just wake up that day and go, “Hmm-uh”.

**Jia**: No. I just came up was almost one idea a day, you know. Sometimes I have a few ideas I want to write them down I would go to them but yeah, it’s sometimes just spur of the moment.

**Chalene**: Can you share with us some of your favorites?

**Jia**: Yeah and one of them was I was driving to – at that time I was doing my own startup, tech startup. I was driving in to work. I got stuck in traffic on the highway and I saw there was a Krispy Kreme right next to highway. You know the big sign. So when I saw the sign, I’m like, “You know what, I’m going to go into Krispy Kreme. I’ll ask them to make me donuts that looked like Olympic rings.”

**Chalene**: That looked like what?

**Jia**: Olympic rings.

**Chalene**: Oh, the Olympic rings.

**Jia**: Yeah I got to speak a little bit slower when I get too excited but you know, there’s no way they can say yes to that, right? I’m just going to go there and get my rejection and feel good about myself. So I went in and asked for it and they - you know what? The chef leader took me very seriously and she thought, you know, I was really needing for those special donuts so she was writing down the color trying to make it happen.

So in 15 minutes, she gave me a box of donuts that looked like Olympic rings and I just couldn’t believe it. So you know, I shared that video online and it drew like over five million views from people.

**Chalene**: Wow. I will link to that in our show notes. What are some other ones?

**Jia**: There’s another one. Well, you told me that, that you’re husband’s like family are all like quarterbacks, right?

**Chalene**: Yeah.

**Jia**: I come from the family of teachers. Like from all the way from my great grandfather and from my grandpa and father all the way down we’re all like either college professors or teachers and I’m the one who kind of went away from that tradition. I want to be entrepreneur and - but it was important to me to actually be able to tell that I can teach a class, you know, it’s almost feeling like family legacy.

So one day, I went to a local college of UT Austin and I knocked on a professor’s door. There’s someone I had no idea who he was and I went in and said “Hey, can I teach a class?” He was like, “Are you trying to sell me something?” I’m like, “No, no. I’m serious.” And I was actually prepared. I came out with an iPad. I know the lesson, presentation before I went in because I was prepared. And then he saw it. He was very impressed and it was about teaching people how to overcome the fear of rejection of course. And then he said, “Okay, I can fix you in one of the classes. I think this thing will be valuable.” Just a couple months later, I was teaching one of his classes. I just learned that if I…

**Chalene**: Oh my gosh!

**Jia**: If I hadn’t made that request, if I wasn’t crazy to ask that, how will I know when in my life I will be able to teach a college class?

**Chalene**: Oh my gosh. That’s so great!

**Jia**: Yes. If you don’t ask, you will never know what’s going to happen.

**Chalene**: If I remember in the TED talk, you told the story about knocking on someone’s door like a…

**Jia**: Yes.

**Chalene**: A random person. I can’t remember what you did but I can picture it.

**Jia**: I had a soccer ball and had the shin guards and cleats all decked out and yeah, I knocked on the stranger’s door and asked him if I can play soccer in his backyard. So yeah, I looked pretty ridiculous, I’m pretty sure.

**Chalene**: How did you pick that person?

**Jia**: I had no idea I’m like, one day, I just had this idea, you know, how I can get rejected today? Okay, I will go out and ask to play soccer in someone’s backyard and there is - I’m just crazy. And hopefully I wouldn’t get shot you know, so…

**Chalene**: Right.

**Jia**: And so I just drove around and find a house and just went in and you know what? He said yes to that as. Well, I mean after I finished the bouncing soccer ball by foot in his backyard I came out and say, “Why did you say yes? Now, I’m confused. You know. Why would you say yes to do that?” He told me, “This thing is so what you asked me was so off the wall. How can I say no to that?”

**Chalene**: Oh my gosh!

**Jia**: That moment, I just learned, wow, there’s so much more psychology that plays into when you ask people for something, you know, and it’s not just about the request itself. Sometimes, it’s about how the other people feels and about your request, you know, his feeling at that moment of the day and that took me to a path where I found learning is more important than anything else. I got to learn this and all these things. How do I make the request? How can I be confident? How do I maximize my chance to get a yes from people?

**Chalene**: You have changed your mindset like you make rejection fun.

**Jia**: Yeah, I did. And because rejection has this evolutionary trait where, you know, where I guess a while ago, we were like people working in a group, we’ll have to collaborate and rejection almost means death because you’re working on your own. You can’t survive on your own. But nowadays, like, we still have that fear of rejection you know, it’s this someone says no to us. That’s probably one of the most painful words in English language.

Because of that fear, we would think this is the monster, this is the pain. We just reject ourselves all the time. I really kind of by chance, I turned this thing into a fun journey. I made rejection fun. And all of a sudden, not only it’s not painful; I found there’s so many things that can happen after rejection if you just don’t run away.

**Chalene**: Like what you just said there’s so many great things that can happen after rejection?

**Jia**: Yes.

**Chalene**: What do you mean by that?

**Jia**: Well, first of all, the first thing you want to ask someone make a request and listen the first thing you want to do is you want to just end the conversation, you want to run because it’s painful. It’s very natural for us to do that but if you fight that tendency and not run, sometimes it’s really just a beginning of a negotiation.

For example, when someone says no to you, you can ask them, “Hey, may I know the reason why? You know, I really want this but may I know the reason? I want to make it happen. Is there anything I can do to make it happen and help you to make this happen? Are there any requirements that you have to meet for a yes?” And sometimes when you show sincerity, when you show that you are willing to work with the other person, when you’re asking these questions, you know, sometimes the other person will say, “Okay, I guess this means a lot to you. Let’s see how I can make this happen.” But if you know how to handle it, it might become a tool for you.

**Chalene**: That’s the truth. That’s great. I didn’t even realize that there are some instances where I did ask why I was rejected. And not because I was like, “Why was I rejected?” But more so like, what do I need to do to make this happen? This is something that you want to say yes to. That’s a great tip. So it’s like ask why and not like why? But understand what would make it so that this person goes, “Yeah, that’s a win for me too.”

**Jia**: Right. Sometimes, when we make this request, we feel like, you know, the other person is almost like the enemy, right? They are doing us a favor and you know, want to fight over that no. You want to persuade the other person to whatever it takes and so we have this like I win. I want to win this thing. But the thing is, if you can know how this thing can benefit the other person by asking the right question, asking why and you can turn the other person into a collaborator and then you are now attacking the same issue. Trying to make something happen that would benefit both of you instead of you trying to get something, just something from the other person.

**Chalene**: Great advice. Was there ever one of your days were you set out to be rejected and you’d like almost hoped you would be rejected because the thought of being accepted was kind of scary? Like, was there anything where someone said yes and you were like, “Oh, no!”

**Jia**: Yeah, absolutely. There was once; I was traveling. I was flying and I thought, you know, they do the safety announcement before the flights, right? They’re boring. I mean, no one ever pay attention to that.

**Chalene**: Right.

**Jia**: If you pay attention to that, let me know. I’ll be your friend because you’re very disoriented. Most people would just check their phones, you know, whatever, right?

**Chalene**: Yeah.

**Jia**: And I say, “You know what? I’m going to make this fun. I’m going to ask the flight attendant to see if I can make the flight safety announcement. And I will make it fun. I would make jokes unless obviously other people pay attention to it.” So I asked the guy and the guy said, “You know what? I cannot let you do that because you know, there’s by law when we are making announcement, all customers have to be sitting in their seat and - but you know what? You can come to the front and say hi to our customers. I’m like, “What!” And now basically what he’s asked me is for me to go up there and to give a short speech, you know, however wrong that was and without a purpose. I’m like, “Okay, I was hoping to get a no. I did not expect to get this yes which is…”

**Chalene**: Oh my gosh!

**Jia**: Yeah, so I had to walk up there and it was scary…

**Chalene**: Oh my gosh. What did you, what did you do? What did you talk about?

**Jia**: Well, I’d come here and said, “Hey everyone! I’m not a customer. I mean I’m not a flight attendant. I’m just a customer. Everyone starts, you know, looking up at me and I felt like someone thinking, “Is this a terrorist?” You know I’m…

**Chalene**: Totally. Yeah. I’m already under my seat.

**Jia**: And I said, “You know what? This is Southwest which was the company that was flying and I like the company. They let me do this. They’re really cool and hey, I like them. If you like them as well you know apparently you are. You are flying them. Give them a sound, you know, just give them a round of applause.” And they did. So and I got a free drink, a free [inaudible 08:1] from the flight attendant, I think.

**Chalene**: That’s so great and I was going to ask you if it was Southwest. It doesn’t surprise me at all. That’s a company with a sense of humor.

**Jia**: Yeah, absolutely and I’m actually inclined to try this again at a different company that’s more rigid.

**Chalene**: Oh dude, you have to.

**Jia**: Yeah.

**Chalene**: That’s so good. What do you think the biggest mistake, what’s your number one tip for people when it comes to fear of rejection?

**Jia**: You know people say this that you shouldn’t be afraid of rejection because the worst they can say is no, right. Actually I don’t think that advice is good because the worst you can do is when you say no to yourself.

You’re doing that silently by being in the comfort zone and not trying to make things happen. But as a result, you are rejecting yourself and you are getting ignored by the world. It might not feel as painful in that moment but over the long run, you’re going to miss so many opportunities by not going out there and asking.

**Chalene**: Wow. You’re telling the world to ignore you when you reject yourself.

**Jia**: Absolutely. How many of us have this feeling like I wish I would just go out there and try this and ask for this and you know, where in some of the instances in our lives, we would have this regret and those are the moments that came only because we felt that pain, who anticipated that pain and we said no to ourselves.

**Chalene**: It’s really about changing your mindset I guess and first of all, just asking for it but then, how is it you were able to like change your mindset so you thought like, “Well, this is fun?”

**Jia**: I did this as an experiment for myself. I wanted to learn, you know, how would I feel? How can I be not afraid of rejection? When you have that mindset, you have to study yourself, right? In my case, I filmed myself and I had a kind of a hidden camera but not really hidden just – but I filmed the whole experience. And afterwards, I watched myself and I learn so much about, you know, me, the other person by analyzing. These are cringe-worthy moments especially for me, you know, like and you know, it’s tough to watch yourself on TV or in a video or hear yourself.

**Chalene**: Oh God! Yeah, I can’t do it.

**Jia**: Yeah but you have to do it because that’s when you’ll really improve.

**Chalene**: Yeah.

**Jia**: By stepping out of yourself and observing and learning and progressing and you know, also iterating.

**Chalene**: Yeah. I’ve done a lot, a lot, a lot of videos. Not to brag, but I hold the Guinness Book of World Records for having done the most fitness videos.

I say that because I want you to know, in the beginning, I watched every video and I tried to change everything I could about my skill and how I could connect better and just be myself better. And then it gets to a point where I’m distracted by things I can’t change. You know what I mean? Like it’s just who I am and it might bug me that my eyes are too close together or I’m not tall. Whatever it is, you know. And then, what I realize is, I still need to improve, so I would hire a coach to watch my videos and say, “Tell me what I can do to be more like me when I’m on camera.”

**Jia**: Right.

**Chalene**: And that’s another great suggestion I have for people who have a hard time. If you just have a hard time watching yourself, if you ask somebody else to give you some feedback, they’re usually much nicer and they’re going to give you more helpful feedback than sometimes we’ll give ourselves.

**Jia**: You know what? I would take you up on that advice and ask your live person. Go to my website, it’s called, fearbuster.com. There are tons of videos out there was me getting rejected. Give me some tips. You know, I would love to hear from you to see how I can do better.

**Chalene**: No - just kidding. I would love to. I like people who are coachable, so I am down with that Jia. I promise you I will do that. I’ll take you up on that and I appreciate you asking for my help I should say.

**Jia**: Yes.

**Chalene**: I want to ask you, I mean people ask me for things sometimes where I think to myself, “Gosh, they just - they didn’t really do their research before they asked me this? And if they had just turned this in a little different way or done a little bit of research, they would have gotten a yes from me. How important is it for us if you, if we really do want a yes, what can we do before we make the “ask”?

**Jia**: So I mean, as you mentioned you’re doing your research is actually really important. You have to know who you are talking to. Learn from the other person and also there’s a targeting, right? So, a lot of people feel like when they get rejected, they’re getting rejected universally. When they hear one rejection, they’re like “Okay, they don’t like it. The world doesn’t like my stuff. Maybe they’ll try a few times and they feel like you know they don’t get my stuff.” But what you need to know is, there are people who love what you’re offering. There are people who hate what you’re offering. And vast majority of people who are kind of being indifferent.

What you want to do is not to turn haters into someone who loves what you’re doing but you want to target the people who have a high potential to like what you’re doing.

You can only do that by actually doing research and also experimenting and trying. So once you know your crowd, then you will know these people have a higher chance to get a yes to you but you only know them when you actually go out and ask.

So you know, instantly, I know that you know, Chalene, you and I, will you know, we can connect because what we’re advocating are something very similar.

**Chalene**: That’s right.

**Jia**: Yeah. I know you will love my message and because I love your message and so I tell people to go out and do your research.

**Chalene**: So good. Is there a way to ask for things that are going to give us a higher likelihood of success it will give a yes?

**Jia**: Absolutely. There are quite a few ways that…

**Chalene**: Okay.

**Jia**: I’ll mention one of them is the magical word of ‘because’. When you say we ask someone, “Hey so and so can I do this? Because I need this for whatever reason.” That word “because” will give you a much higher chance to get a yes. So they did this experiment, a very famous one called the “Xerox experiment”, where they had a line you know, they do the experiment at this line of people waiting in front of a Xerox machine trying to make copies. They had some guy who just go on and randomly and say, “Hey, can I cut in front of you?” They just ask that question.

**Chalene**: Wow.

**Jia**: Actually, more than half of the people will say yes, you know, because people one, they are nice; two, they don’t want confrontations so you know more than half of people will say yes because you ask. So maybe the 60% of people will say yes to that but if you say, “Hey ma’am, may I use the, you know, may I cut in front of you because I’m in a hurry and I need to get somewhere?”

**Chalene**: My wife is having a baby.

**Jia**: Yeah, absolutely. More than 90 percent of people will say yes.

**Chalene**: Wow.

**Jia**: Because again, people are more helpful. So you want to use the word “because” when you make a request. And we often look - overlook that because we think you know maybe I don’t want to be vulnerable I don’t want to – maybe that person already know the reason is so obvious. Maybe I just want to focus on the request itself. I'm focused on something reason of you making that request.

**Chalene**: Do you watch Shark Tank?

**Jia**: I do.

**Chalene**: Okay. I watched it in episode maybe it was like, last week, where there was a young student on and he was representing an app that he had partnered in developing that helped other students find scholarship money and he went through all the process of it as you know, a couple of the sharks are from the tech space. You can see where they were taking notes and they were just about to ask all of those really specific questions which they have insider information and to be able to evaluate this is a descent deal or not. And just when they started to look like they were maybe all going to say no, someone said, “Why is it important to you?”

And his eyes wet up with tears, he said, “Because I've had to this myself and I was raised by a single mother and we struggled and I didn’t have money to go to college and I had to do the research myself and I had to prove that there are other kids out there from the streets who don't have the type of economic situation where they can go to college and I want them to-…” And they just got emotional and before anyone could say anything, both Lori and Damien said, "The answer is yes. Here's the full amount that you’re asking for and they were actually fighting over who would say yes to him and that is because he shared his “why”. He shared his “why” what you call it your “because”. Don’t forget to say “because” but it's the “why”.

**Jia**: Absolutely.

**Chalene**: It's her story.

**Jia**: It is. We have the world. We have so many ideas, we’re inundated with ideas every day, new products, new advertising, meeting new pitches but if you can agree, if you can empathized or sympathized with the "why", that's what makes the “what” and how much easier.

**Chalene**: So if we're going to recap this, because I know we're coming up on the end of our time together, you've got to ask for it, you have to explain to people why or don't forget to say, “the reason I'm asking this is because” and then you said, don't just take a no and run away and hide, embrace that and are there any tips that you can share with us to help us really change of mindset of rejection?

**Jia**: Absolutely. Rejection is one of the best exercising tools for you. That's how you really change the mindset. You turn it around.

Instead of seeing rejection as some sort of a setback and they could be. I'm not saying they're not but if you have the mindset to say rejection is actually my friend because you know you're going to be rejected, you now the people who are – anyone who wants to succeed in something will get rejected but if you use that as tool to get to where you want to be, that’s where you really make the mindsets.

So I say, make rejection with dumbbell. When you get rejection, don't let it drop. Use it to exercise. Your courage and your charisma, they're not born. We always think that they are like this guy is born charismatic and that guy isn’t, this guy is born courageous, no. These things, you can learn. You learn - you gain those muscles, courage muscles by getting rejected by asking for things that does [28:33 inaudible] outside of your comfort zone.

Keep doing it until what’s outside of your comfort zone becomes your comfort zone.

**Chalene**: It does build that muscle just like confidence because it’s one of the things that it doesn't develop unless you’re using it.

**Jia**: Yeah, go out and get rejected. Have fun doing it.

**Chalene**: That's such a great message. Jia, how can we learn more about your upcoming book?

**Jia**: Yes, if you go to my website, I have a page for your audios.

**Chalene**: Okay.

**Jia**: I'll make a special video for them because I really appreciate having these conversations with you. You know, I've listened to you.

**Chalene**: Thank you so much.

**Jia**: Yeah. If you go to fearbuster.com; Fearbuster was a singular - .com/Chalene.

**Chalene**: Awesome. That's easy to remember lifers. You're going to make us a little video there?

**Jia**: Yes, I will. I love making videos.

**Chalene**: Awesome, cool!

**Jia**: I mean you can coach me that way I know what I'm doing, is it right or wrong.

**Chalene**: Awesome. I think we should have all the lifers coach you.

**Jia**: Yeah, please.

**Chalene**: Really, I can't think of a nicer guy or a better message. This is one of those things that if you can change the way you view it, success is simple.

**Jia**: Thank you Chalene. In the end, I love what you're doing because you know that if you can help people to become more fit or to become more confident, to build their own tribes, you can change the world in some way, right?

It’s their success, it’s their changed lives that motivates you and I feel the same thing. Think about if you’re not afraid of rejection anymore. If we just feel less become afraid, how many more dreams can we realize and how many cool ideas can make it happen? How many more love stories we can tell. If you're not afraid of rejection anymore…

**Chalene**: The opportunity is limitless. That's the truth.

**Jia**: Absolutely.

**Chalene**: Congratulations to both of you and your wife and Jia, thank you so much for being in the Chalene Show.

**Jia**: Thank you.

**[END OF PODCAST]**

**Chalene**: This episode of the Chalene Show is a special episode brought to you by marketingimpactacademy.com. It's an online school that we open up registration to just once a year. If you want to know how to run an online business and you are not tech savvy, if you want to build the better online business, if you don’t want to be a slave to your laptop or your phone or if you feel like you’re constantly on social media. If you don’t want to waste a ton of money developing websites or spending money on SEO experts, I invite you to check out marketingimpactacademy.com.

**Message by Cory:** My name is Cory Bradburn and I specialize in helping millenials build a business around their gifts so that they can live out their dreams and I cannot say how great it feels to say that so clearly and know who I want to attract, how I want to attract them and how can I actually serve and help them and add values to their lives because former marketing impact academy, I knew that I wanted to help people. I just wasn't sure exactly how that was or I couldn't really map it out and Chalene, in Marketing Impact Academy has given me the tools, the recipe, the ingredients to put everything into place.

Before I started Marketing Impact Academy, I had no email list, I was on social media, I had no customers in my current business and like I said, no email list but since then, I've been able to convert 83% of the people who visited and I cannot express how much value there is in going through these modules and if you think you don't have the time, if you think you don't have the money, I just have one question for you.

Do you want to be where you are now, one year from now? And if the answer if no, then Marketing Impact Academy is for you because this will launch your business to another level, it will launch your life to another level. So thank you again Marketing Impact Academy; thank you Chalene.

**Chalene**: If it's even just a remote thought that someday, somewhere, maybe, I'll think about starting online business, it could be fun, it might be interesting. Well, then, please go to marketingimpactacademy.com. Join me for my free training and if registration is already closed, please provide your name and email address and we'll let you know as soon as we open up again next year.

Thank you so much for spending this time with me and I look forward to having you join me as we celebrate the success of people with greatness within them, people just like you. You are the bomb dot com.

[**END OF RECORDING]**