

Clarifying Your Expectations

1) I understand that rejection is a significant part of the direct selling industry.

Strongly Disagree Disagree Neutral Agree Strongly Agree

2) I do not believe people are rejecting me personally, only the product or opportunity at this time.

Strongly Disagree Disagree Neutral Agree Strongly Agree

3) I understand that fear is a normal part of the direct selling industry and that it may surface often.

Strongly Disagree Disagree Neutral Agree Strongly Agree

4) I have some specific strategies I can use to overcome fear and continue making contacts and presentation.

Strongly Disagree Disagree Neutral Agree Strongly Agree

5) I know how to deal with the inevitable discouragement I will feel in order to keep going and not quit.

Strongly Disagree Disagree Neutral Agree Strongly Agree