

Being Powerful in the face of “NO”

We all get Weird in the face of “NO”.

If you are not powerful in the face of “no,” you will not be powerful in life or any of your endeavors.

In order to make anything happen in life you are going to have to deal with the “no’s” that are in your path. “No” never stops people who are planning something extraordinary. “No” illuminates the path that must be followed to fulfill something now or later.

For example, as a Gotham Group leader, when someone misses a meeting that is a “no” towards what I am committed to. (Building relationships in a short time, leveraging those relationships and helping members to make connections). I could choose to take that personally as a “no” to me, but that would not empower me in my commitment to transforming the way that people network in an uncommon manner. Instead, I take that “no” as evidence that human beings struggle and have breakdowns around being in their world. It is evidence why when you do come to a meeting you ultimately walk away with something valuable (a lead, a connection, a newfound appreciation for something you’ve missed). So, when people are absent, I look to see what the context is, inside of people who find ways to justify not doing what they said they would do and then we can have a conversation to distinguish that.

In your life look at areas where you can’t be with a “no”. Where do you not take action or compromise your speaking to avoid getting a “no”? Where have you gotten a big “no” in the past and now you do everything in your power to avoid getting another one of those? You must be willing to hear “no”! The only way to avoid “no” from others is to not want anything from life, and then, unfortunately, YOU end of being the one who is a big “NO” to life.

Stop being afraid of “no”. In sales and in love, I’ve come to realize that each “no” gets me closer to a “yes”. The poet Wallace Stevens said, “After the final “no” there comes a “yes”, and on that Yes the future of the world depends.”

As you may discover, although you think another person’s “no” stops you from reaching your goal; it does not. You are thinking that person’s “no” means something. You must go beyond that “no”. Experiment with how many “no’s” you must get to get one “yes” and then start getting those no’s. If you can then visualize that “no” as a pathway to the “yes”, you will go after those “no’s” quickly so that the “yes” shows up that much sooner.

In summary, please understand that it is our reaction that prevents us from reacting to what is happening with our request, at that precise moment in time. “No” may only mean “no” for right now; it does not mean “no” to us and it may not mean “no” forever!

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[With credit to an old mentor, Chris Lindstrom who helped me to discover this blind spot in 2004]