



10 Tips for Overcoming Rejection in your Job Hunt

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1. **Imagine the best that could happen.** Imagination has power; use it to imagine the best - not the worst - outcome. Imagine that your prospective employer says "YES!"
2. **Begin.** Schedule an appointment to initiate the first contact. Do it now! Go ahead and put the date and time in your planner. Keep that appointment with yourself. No appointments to contact employers means no appointments with anyone.
3. **Don't let a stranger run your life.** Every minute you spend in fear is a minute controlled by someone you don't know or by something that hasn't happened. You are the one to determine whether or not you enjoy success.
4. **Have a vision bigger than your fear.** Fear of rejection will be reduced to cold ashes when it is ignited by your burning desire for the best job you can imagine. What fabulous picture do you see for yourself when your vision becomes a reality?
5. **Get a buddy.** It is easier (and more fun) to whistle in the dark when someone is in it with you. Trade off making calls/checking websites and give feedback. Feedback will help you do more of what works. When two or more people confront the boogeyman, he doesn't stand a chance!
6. **Remember, it's about numbers.** Keep track of your numbers. Know who you've contacted, on what dates, and with what outcome. Being organized will help you know when to make follow-up contact and will help you see your success.
7. **Stay open to the outcome.** All you can do is your best. How people respond to that is beyond your control. However, when you focus on being your best, you will get more positive responses.
8. **Be more interested in them than in yourself.** You have something of value to offer them - whether they know it or not, yet. By not contacting them, you deprive them of the opportunity to choose you to provide that value. Be generous; make that contact.
9. **Use proven scripts and presentations.** Know what you are going to say. The more you know your presentation, the more relaxed, confident, and flexible you will be making it. You will be free to really listen, and listening is the cornerstone of exceptional relationships. Exceptional relationships yield exceptional results.
10. **Let your sphere of influence help make you successful.** The folks who know and trust you will be glad to talk with you, and they will give you job leads if they know the kind of leads you want. Take the time to educate them about what you want, about how you will treat their leads, and about how you will thank them for making a referral. Make it easy and comfortable for them to help you be successful.

