




A WAY TO LOOK AT Asking...



I remember the first time I was allowed to go out trick-or-treating on Halloween night with just my friends. (Of course I'm sure my Dad was following along at a safe distance but he'll neither confirm nor deny that accusation!) Our mission was a singular one - get as much candy as possible in the shortest amount of time. In other words, I wanted my big plastic orange pumpkin overflowing with goodies. We literally ran from house to house as we scoured our neighborhood intent upon our goal. On occasion, we approached a house, rang the bell, and nothing happened. The lights were on but no one answered the door.



Put in that situation, what do most kids do? They move on to the next house. "Come on, let's go" and they're headed down the block. They don't stop for a second to wonder why the owners didn't answer the door. They don't take it personally.

They don't think that they're wearing the wrong costume. They don't walk around the house peering in the window trying to see why the owners didn't answer the doorbell. They don't sit down on the front step and pout. And can you even imagine that they would just quit and go home? No way. You see, kids are neat people to observe with regard to how they handle rejection. It just never occurs to them that the rejection is about them! And why? Because it's not. Kids have a unique ability to observe the world just the way it is. As we grow up, our self-esteem takes a few hits and we start to think that everything that happens to us is about us. It's not.

When you hear no, no thanks, I'm not interested, it's not for me, it is about them, not you and not the opportunity you have to offer. Run to the next house, and the next one, and the next one. That's where the candy is. Remember, your goal is a full plastic pumpkin, and you don't care which houses or how many houses it takes to make that happen.



Trick or Treat

