

How Many No's

..... source unknown (adapted and modified by Amy Fox)

Colonel Sanders, an American business man best known for founding the fast food restaurant Kentucky Fried Chicken, was 65 years old when he received his first social security check for \$105.00. The restaurant he owned at the time had failed due to the interstate and it was then that he decided he was going to do something different.

While he didn't have formal education, a degree in sales or a ton of money to his name, what he did have was a great chicken recipe and an enormous belief that he could succeed. He decided that he was going to visit all of the restaurants in town and offer them his chicken recipe in exchange for a percentage of the profits they made.

Armed with this idea, he put on his best white suit and went out to all of the restaurants in town. He went into the first restaurant, introduced himself and told them his idea, that he had an amazing chicken recipe, something he would give them for free, if in exchange, they would give him a percentage of the profits they made. The restaurant practically laughed in his face, saying they already had their own amazing chicken recipe. And so he went to the next restaurant and the next, each place telling him that had no need for his chicken recipe.

No after no after no...and yet Colonel Sanders persisted. In fact he had received 1,009 No's before he got his first Yes. And that first Yes was all it took to get his recipe noticed and to start building his idea into a national food chain.

DISCUSSION QUESTIONS & PROMPTS

OPENING CLASS

"One has to remember that every failure can be a stepping stone to something better."

– Colonel Sanders

So often the word no is taken to be a negative thing. But what if every no was just bringing you one step closer to your yes?

DURING CLASS

AFTER TELLING THE STORY

No aren't nevers; they are simply not-right-now's. If we can start to view our No's as stepping stones to something better, our No's won't defeat us, but instead energize us toward our next best step.

The energy of Yes is expansive, it's open, it's inviting – it's what enables us to embrace what's in front of us and welcome opportunity in.

Where can you lean into a Yes? Where can you say Yes to your No's?

CLOSING CLASS

Sometimes things don't work out because something far better is in store for us.

This week where can you say Yes to your No's? Where can you lean into discomfort and trust that what's on the other side of this moment is far better than you could have ever imagined?

EXTRAS

Brene Brown's chat with Kelly Leonard on his [Getting to Yes, And](#) podcast is a real gem and in this episode they explore the idea of embracing yes and how people say no to avoid vulnerability.