



# ***POSITIVE*** THINKING

*"Stay away from negative people. They have a problem for every solution."*





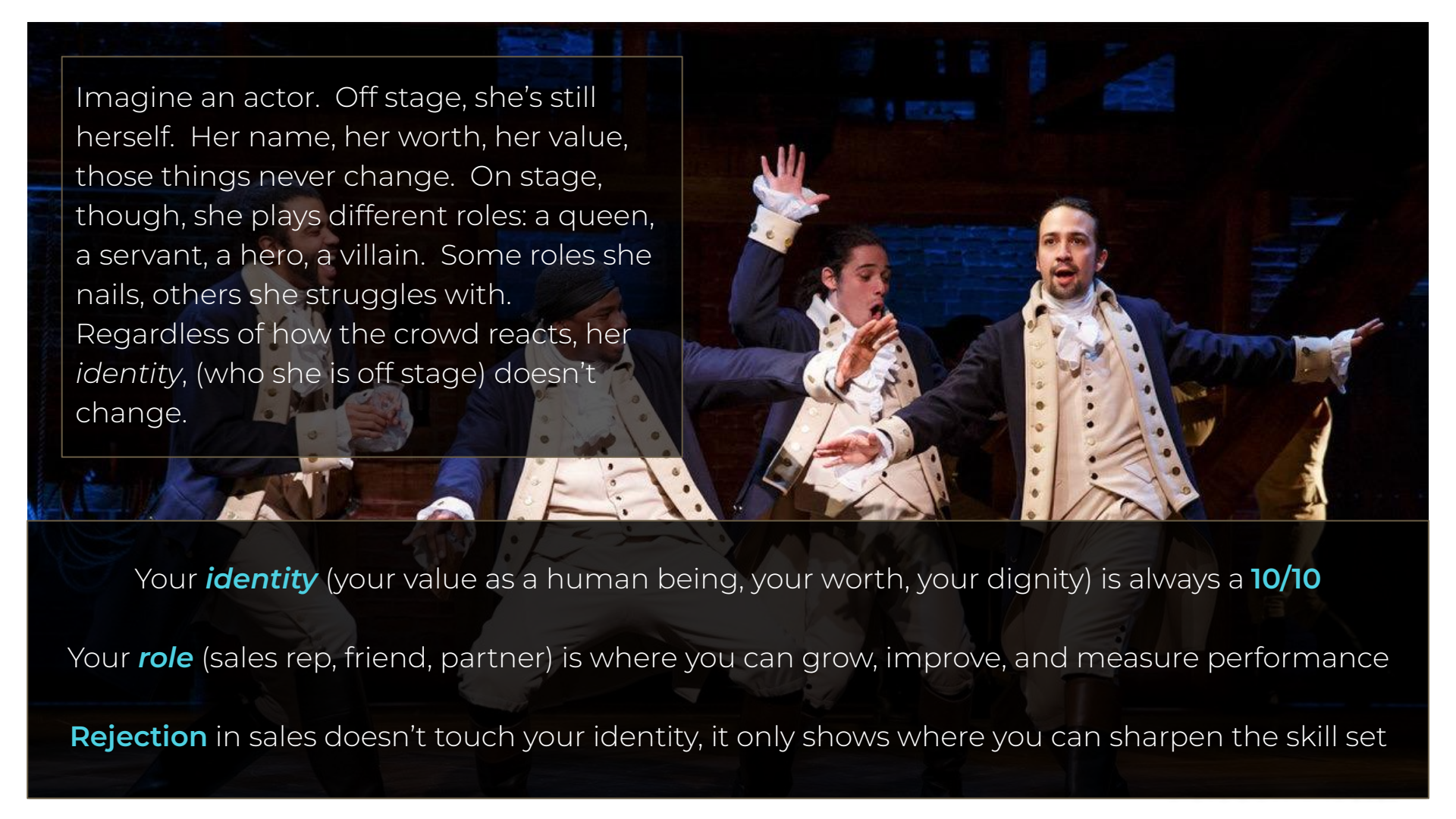
## THE CHINESE FARMER

A farmer's horse runs away. The neighbors say, "*Such bad luck!*" The farmer replies, "*Maybe.*"

The next day, the horse returns with three wild horses. The neighbors cheer, "*What good luck!*" The farmer replies, "*Maybe.*" His son tries to tame one and breaks his leg. Neighbors sigh, "*So unlucky.*" The farmer replies, "*Maybe.*"

Soon after, soldiers come to recruit young men. The son is spared because of his leg.

Sales Tie-In: What feels like rejection, a slow month, or a failed pitch could turn out to be the very event that positions you for something bigger. Positive thinking isn't blind—it's patient.

The background image shows three actors in 18th-century period costumes (blue and cream-colored jackets with gold buttons) performing on a stage. They are in dynamic poses, with one actor in the foreground looking towards the camera and two others behind him, one with arms raised. The stage is dimly lit with blue and gold lighting.

Imagine an actor. Off stage, she's still herself. Her name, her worth, her value, those things never change. On stage, though, she plays different roles: a queen, a servant, a hero, a villain. Some roles she nails, others she struggles with. Regardless of how the crowd reacts, her *identity*, (who she is off stage) doesn't change.

Your **identity** (your value as a human being, your worth, your dignity) is always a **10/10**

Your **role** (sales rep, friend, partner) is where you can grow, improve, and measure performance

**Rejection** in sales doesn't touch your identity, it only shows where you can sharpen the skill set