

“ Every day, and in many ways, an entrepreneur must lead and persuade others. Understanding what motivates people, how to inspire them to do their best work, and how to lead with purpose and vision is essential for any entrepreneur ”

How to Survive Rejection: A fact of life about selling anything: people are going to say no. They are going to say no a lot. Most of us don't deal with rejection very well. Add some important tools to your arsenal to overcome rejection.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you've learned from this module?

Questions for you, the entrepreneur

1. How have I handled rejection in the past?
2. How could I improve my ability to handle rejection? How can I make things less personal, less pervasive, and less permanent?

Questions for the team

1. Why is it important to be resilient?
2. How can I help my team be more resilient?

<p style="text-align: center;">Readings</p> <p>Notes:</p>	<p style="text-align: center;">Founder Genius</p> <p>Notes:</p>
<p style="text-align: center;">Other Related</p> <p>Notes:</p>	<p style="text-align: center;">Tools</p> <p>Notes:</p>