

# What if you could turn your greatest obstacle into your greatest asset? *Well, you can!*

You wouldn't think one simple word with two tiny letters could have the power to keep countless individuals and organizations from realizing their goals and dreams. But they do, *day after day, year after year*. What two tiny letters can do all that? **N.O.**

'NO' is perhaps the most destructive force in the world. It keeps your team from prospecting, closing sales, achieving quotas, recruiting

and asking for referrals... causing many to quit, increasing turnover and forcing you into an endless quest for talent.

But what if your team could attain a more empowering perspective? What if their negative feelings about failure and rejection could be significantly reduced (*or disappear altogether*)? **What if the word "NO" stopped stopping them?**



Richard Fenton

## Go for No!®

**YES Is The Destination,  
"NO" Is How You Get There!**

*"When you understand this concept, your business can explode!"*  
- Rita Davenport, President, ARBONNE INTERNATIONAL

Delivered by best-selling authors **Richard Fenton & Andrea Waltz**, *Go for No!*® reprograms the way people think about failure and rejection and turns the negative, draining effects of hearing 'NO' over and over again into a powerful positive!

### AND THE RESULTS?

- **Reduced fear of failure and rejection**
- **Renewed enthusiasm for prospecting**
- **Less stress, burn-out and turnover**
  - **Fewer performance 'slumps'**
  - **Increased sales and profit!**

By the program's conclusion your people will gain a new, more empowering perspective on the 'power of persistence' – one that will radically impact their business – *and their lives!*

Let Richard & Andrea take your team to the next level with this unconventional yet highly-impactful message!



Andrea Waltz

### About Rich & Andrea

Richard Fenton & Andrea Waltz are the founders of *Courage Crafters, Inc.*, an organization dedicated to helping people achieve breakthrough performance and extraordinary results.

The authors of *Go for No!*® (with over 100,000 copies in print), Rich & Andrea are dynamic speakers who have been delivering their cutting-edge message across North America since 1997.



### 3 Reasons to Book Them!

The reasons to have Richard & Andrea speak to your group are many, but there are three that quickly come to mind:

- Their ability to connect with any size audience, *from 10 to 10,000*
- High-impact content your people will be talking about for years
- And the behavior change and performance results to follow!

In short, **booking Rich & Andrea will make you look good!**

For more information, call: 800-290-5028. or email us at [Info@GoForNo.com](mailto:Info@GoForNo.com)