

Rachel: My name is Rachel Rofe. I created this show because I wanted to help you see that if you have a choice, you can choose a better life. If you're listening to this podcast, you're in a pretty fortunate position. You have free wealth, ability to connect to the Internet, and access to all kinds of new education. This podcast is meant to help you make the most of your good fortune. We talk with all kinds of people here from all walk of life. Because I want you to see that no matter what you situation there is always a way to create a life that you're proud of.

Hello. So today's episode is with Jia Jiang. He is the founder of [Fear Buster](#), a keynote speaker, and author of the book on how to overcome rejection, [Rejection Proof](#). In this episode today we just had so much fun exploring rejection. Jia actually had an experiment a while ago where he had 100 days of rejection. Where every day for 100 days he would try out some new outlandish request. So it'd be something like going to a Krispy Kreme and asking them to special make him donuts in the shape of Olympic rings in 15 minutes or going and knocking on someone's door and asking if he could take a picture playing soccer in their backyard. Just all kinds of random things. And during that time he has just learned so much about rejection. And so in this episode I asked him different questions about what he learned, the results of his experiment.

I was really surprised to hear how many people said yes and how many people said no. We talked about how people can start getting rejected more comfortably and how rejection is very tied into... if you want to make more of a difference, if you want to make more of an impact, then you've gotta get rejected more. So I learned a lot in this episode. I thought it was really fantastic, and I'm excited for you to hear it. Actually I'm recording this here. Jia and I talked in February, and we are timing this with the release of his new book, [Rejection Proof](#). But as I say this, I just wanted to get this out even sooner, because I think it's such a great episode. So yeah, it'll be April by the time you hear this and I know I will be so excited for you to finally get to listen. So enjoy and as always, please let me know what you think.

So Jia, thank you so much for being here.

Jia: Thank you for having me, Rachel.

Rachel: Yeah, this is gonna be fun. I think you have so much great stuff to share with the audience. So the intention behind the show, A Better Life, is to show people that if they have a choice they can choose a better life. So on that spark can you take a minute to share with us some of the things that you are most proud of in your life?

Jia: Sure, I think they'll come at different periods. I grew up in China and in my teenage years, I met Bill Gates when he visited China and he inspired me so much about being an entrepreneur. So I migrated to the United States when I was 16, by myself, with that dream of becoming an entrepreneur someday. So that's one thing I'm pretty proud of. In my 20's I married my wife, so I'm pretty proud of that, she's awesome. She and I are like a life partner and also a team member; she is supporting me throughout my journey. Then in my 30's, that's when I made a hard choice of quitting my job and really pursuing my childhood dream that was inspired by Bill Gates, of wanting to be an entrepreneur. So I quit my six figure income from a fortune 500 company and started on my own. And

I'm pretty proud of that. I had an investment opportunity, and I was rejected. I didn't quit after that, I felt I wanted to quit, but I didn't quit. And I turned that into a [blog](#). That blog is where this thing called [100 Days of Rejection](#), and that turned into a book and that turned into really me speaking everywhere and we're also looking into developing a lot of stuff based on that concept. In the meantime, I've inspired, not me, but this whole concept has inspired a lot of people. So I'm pretty proud of that as well. So that is a really long answer to your question.

Rachel: No, I think that's great. You have a lot to be proud about. I would love to dig into this [100 Days of Rejection](#) because, I mean I just think it's such a fascinating thing. I mentioned in an email that I had heard about it from somebody else first. I didn't realize it was originally your experiment and when I was just researching more about it, I've seen you've spoken at Google and articles about this on Huffington Post, MTV, AOL, one of your [YouTube](#) videos had like 5 million views and just so cool, people loved it. And I saw on your Google video people just gave so many comments about how this was one of the most inspiring things they've ever come across. So, I would love for you to tell our audience just what those 100 days of rejection were? What the experiment was all about?

Jia: Yeah, so basically after I was turned down for the investment for my start up and I felt really deeply hurt and unsure of myself and I kind of wanted to quit my company because of that fear of getting rejected again. And then I found wow this is not good. If I'm going to be an entrepreneur, if I want to change the world, I cannot be afraid of rejection like this. So I searched online to see how I can overcome rejection. Then I found this thing called rejection therapy.

It's a card game that basically asks you to go out and look for rejection. So in the meantime you can desensitize yourself from the pain. So I thought, okay, this sounds really fun. I'm going to do this. So I made a blog about it and posted a video blog. I basically wore my iPhone on my neck, and I went out and just looking for rejection. I made up all these; I called them rejection attempts. Basically outrageous questions I would ask people. For sure they would reject me. So that's what I did for 100 days, and it actually caught fire. I can go into the details with that if you want.

Rachel: Yeah, I would love if you could give some examples of the things that you tried to get people to do.

Jia: Yeah, so I will give a couple of the few days. On the first day, I went to a stranger, and I tried to borrow 100 dollars from that person. And I was just scared, I was sweating, I was shaking. The guy said no, I just went away

Rachel: (Laughter)

Jia: Because I felt so humiliated, and rejection is very painful, right? So, but then that night I looked at myself. I had it all on video, and I started editing and analyzing myself on the video and I found, you know what, that's not a life or death experience. I shouldn't be this scared. You know, the guy was even asking me why. I mean, he said no but he asked me why and then I just ran away. I'm like wow, the guy is interested.

Maybe I should just engage with him and answer his question and see what happens. Instead, I just ran away. In my life, I'm just pretty much like that. When I was getting rejected by someone, I would just want to run away as fast as I could to minimize the pain. You know, I never thought I should engage and I should talk.

So the next day I went to a burger joint. After my meal, instead of asking for a drink refill I asked for a burger refill. And the person said no and then this time asked why and we started having a conversation. Just by staying there after a rejection and not running away I felt so much better. I felt more confident, I was joking, I was having fun.

So the third day I went to a Krispy Kreme where I asked them to give me donuts that looked like Olympic symbols. So basically interlink the donuts together. No way there was a yes, right? This is where all the magic happened. The person actually took my orders very seriously and in 15 minutes she made donuts that looked like Olympic symbols, and she gave them to me for free. I was just dumbfounded because I was going there expecting to get a no, just to toughen myself up. But instead I got a yes. So my rejection attempt was rejected, and that just changed my perspective of life.

I never thought people could be this nice and I used to think, I'm just fighting over rejection is the way to go. But actually now I felt maybe just putting myself out there and asking these questions, making these requests and seeing what happens, maybe that's the key to this whole thing. So that's the spirit I took for the rest of the 100 days. And yeah, I asked a lot of crazy stuff over the 100 days but I learned so much as well.

Rachel: Yeah. You know, I noticed in your video with asking somebody if you could play soccer in their backyard, you said that one of your lessons was just asking. When you were asking with confidence, it was completely different. You got a different response, right?

Jia: Absolutely! In that episode, the person let me into his backyard and played soccer. When I left, I was... I don't know if he was more confused or if I was more confused because how can you let me do this right? So I said, "Why did you let me do this?" He said, "It's so off the wall, how could I say no?" That's another light bulb that kind of went off in my head because maybe there's more than just asking. Right? The other person has incentives and curiosities and emotions. He might say yes to me no matter how ridiculous it is. Maybe it's not in spite of this thing being ridiculous but it's because of this question being ridiculous.

Rachel: Yeah! I mean it was a fun request. How many people get their doors knocked on and ask if someone can go and play soccer in their backyard?

Jia: Yeah, yeah, absolutely.

Rachel: So how did you come up with these ideas of things to ask people? Was it from the rejection therapy game or did you just come up with them all yourself?

Jia: No, I just came up with them on my own. The rejection therapy game was good, but the thing is, I wanted to have my own spin on it. I want to have fun; I want to put my own

imagination and creativity into these 100 days. When I was driving, I would constantly think about ways I would get rejected at.

Rachel: That's so cool. So out of the 100 rejections how many yeses and nos did you end up getting?

Jia: Yeah, so I tabulated the whole thing. In the end, I got 51 yeses and 49 no's.

Rachel: Wow, that's crazy.

Jia: It is really crazy; it is crazy. But the thing is, I learned two things. One is the world is so colorful and diverse. People could be mean, but most people are nice. When you are just going out there and being confident and ask for questions, some people want to help you. Sometimes it's harder for people to say no than to say yes. Secondly, I turned this thing into almost like; they call this a leading start-up, the product development. Where you develop something, and you get constant feedback and you improve and then get better. So I treat myself as an experiment and then as a product. Every time I get rejected or get accepted, I would use things I learned to improve myself. In the end I got so good at getting yeses, I just felt like a different person.

Rachel: Wow, I love that you ended up getting 51 yeses. I feel like that is so symbolic, that it was just over half to make it the majority yes.

Jia: Yeah, I couldn't believe that either. I started counting, and I'm like wow, I can't believe this. I got more yes's than no's, and this was called rejection therapy.

Rachel: There was a woman that I came across. Her name is Tiffany Han, and she was doing this 100 Days of Rejection that she must of learned from you. She was saying that for her too, it was really surprising. She would go and try getting rejected for these different things and more often than not, she would get these yeses. It was just mind blowing to her.

Jia: It's really symbolic in life, you know. Most of the time, we're the biggest rejector of ourselves instead of other people. We are the biggest critic of ourselves. We keep telling ourselves I don't want to look stupid, I don't want to look crazy, I don't want other people to laugh at me. Hearing a no is so painful. We see rejection as something really painful and negative thing. So we try to avoid the negativity. But in the meantime, we lose out on a lot of opportunity, a lot of learning opportunities, a lot of yeses that we could get just by simply putting ourselves out there and making this request.

Rachel: Yeah, you know you've mentioned in a video that I was watching that often when you ask for something, and you get rejected, it's often even more about the other person than it is about you. Can you say more about that?

Jia: Yes, absolutely. Say you talk to a stranger, you want to make a request. Even someone that you know, you want to ask for something. And the person says no. And usually a lot of people would think, wow. That must mean that person doesn't like me. She hates me. Maybe I didn't dress up well. Maybe I'm not smart enough, I'm not good looking enough and blah blah blah. All of these start kind of a dialog we start having in

our own mind that we're not good enough or maybe we get angry; how can this person say no to us?

Actually, it's really less about us because if you ask the same request to 100 different people, you are going to get maybe 30 no's and 30 yeses and maybe 50 maybes. I don't know; I'm just putting other numbers out there. But, you know, you have this diverse answers from these people. It was because they have different backgrounds. It's because they have different moods at that moment, and that's because what they experienced that morning or maybe it's a life long, maybe culture, upbringing and maybe experience and prejudice. Those things are out of your control. When you are out there, all you do is to ask that question, and you have no control over what made that rejection or acceptance. So it really says most about the other person, and you don't have any control over that.

Rachel: Yeah, I think that's a really good point. One thing that I meant to ask you before and then we moved on but you said that after you got to the 100 days, you learned a lot about how to ask for something. Can you tell us what you learned? Or, I guess, what are the key factors in asking for something now?

Jia: There are two parts. The first part is before you ask, before you get a decision from the other person, how you ask that question plays a major role in getting yes or no. The second part is after you hear a no, and most of times we do, you can turn that no into a yes if you do a certain thing. So I will start with the first one. For example, if you give the reason for the request, that actually helps a lot. That way you increase your chance of getting a yes by a lot. I've experienced this myself when I go out and ask people for something, I right away add the word because. Because I want to do this, because, for this reason. That did make a huge difference. People are more likely to yes to that.

So another tip is after you hear a no, don't run away. Most people would just run, right? But don't run away and you can ask why. May I know why that you will say no to that or may I know why you couldn't do it? Some people will just make up a reason to just get you off your porch. But a lot of people will give you an honest reason, and it's because of this reason. I will give you a story.

One rejection attempt, I knocked on a door, and I wanted to plant a flower in his yard. I feel people's back yard is like a playground. And the person said no and then he was about to turn away, and I asked him, "May I know why?" And he said, "Well because I have a dog. Everything I plant in my backyard, my dog would dig it up or destroy it. And actually, if you go across the street to go to my neighbor and she loves flowers. And maybe she will say yes to that." So I did. I went across the street and lo and behold, I was planting a flower in her backyard. So just because I didn't let that guy leave and ask why, not only I got a reason, that says it's not because I'm ugly, it's not because I'm not trustworthy, or this request is outrageous. It was because what I offered did not fit his needs. In fact, he kind of trusted me because he gave me a lead in sales terms that I converted.

Rachel: Absolutely. What a great story, that's awesome. And the first part of what you mentioned; using the word because. I'm sure you've heard of that Xerox example?

Jia: Yes, I actually quoted that example in my book.

Rachel: Yeah. So for those of you listening, if you haven't heard the Xerox example, there was a study done... do you remember when it was?

Jia: It was back in the 70's I remember.

Rachel: Okay, yeah and so basically someone was doing a test to see, I don't even actually know exactly what the point of the test was, but the findings were that people would go in this line, a line full of people wanting to use a copy machine. And if they would go and just say, "Can I cut in line because I need to make a copy?" Then tons of people would let them cut. Do you remember the exact statistics? I wish I had this on hand.

Jia: Yeah, if you just tell people, can I cut in front of you? There is like 50 to 60% of people will say yes to that actually. It actually shows that people want to say yes in a lot of cases. But if you use the word because, can I cut in front of you because I'm in a hurry. So that's a legit reason right? The chance of people saying yes to you goes up to like 92%, 93%. Even if you give a bogus reason, meaning not untruthful but not a good reason. Say for example you say can I cut in line because I need to make copies. Well everyone is there to make copyright? So that is not a really great reason. But even in that case because you use the word because and give a reason, the chance of you getting a yes actually stays about the same. It's over 90%.

Rachel: That's crazy. I'm so glad you remember those details because... It's just crazy; that's amazing.

Jia: Yeah, it is. But you can... again, it all comes back to this point. All these things we can only learn if you actually put yourself out there. I mean that Xerox study was in a test environment, right? In real world, you have to put yourself out there and treat yourself almost like a guinea pig. You have to be brave to just go ask for things, and then you can learn these things on your own.

Rachel: Yeah, I remember you were saying in one of your videos that if you're not getting rejected on a daily basis then you're basically rejecting yourself.

Jia: Absolutely. We think rejection is the worst thing. It's actually some sort of biological response in us. There was a study that has done this that they were saying we are actually feeling pain, real pain, like physical pain when getting rejected. So that's why people don't like rejection, and they just want to stay in the shell. They want to stay in their comfort zone. The thing is nothing amazing happens in the comfort zone. If you are not going out there and getting rejected, that means that your not trying hard enough. That means you're getting ignored by the world. You're rejecting yourself.

So a lot of people ask me what's the worst thing that can happen, is rejection. I mean that's like almost a truism right? The worst thing that can happen is people saying no to you. Actually I tell them no. The worst thing that can happen is not people saying no to you; the worst thing that could happen is you saying no to yourself, and we do that every day.

Rachel: That's such a great point. Is there any time you have ever regretted asking for anything?

Jia: No, actually no. So I make a guideline for myself. One is it has to be something that's kind of cool and that's something I want to do and two it has to be something that's legal and ethical. Ya know, a lot of people ask me, ask a cute girl out. And I say no I can't because I'm married, and I'm not going to ask anything to undermine my marriage. And three, it has to be something that doesn't defy the law of physics. You know, I can't ask people hey let's fly out the window with me together. That doesn't make any sense. So if I put myself in these guidelines, I really don't regret the things I ask.

Rachel: Yeah, those are great points. One of the things I really liked that you said in your Google Talk video was you said that President Obama gets rejected more than almost anybody else. And I'm curious; so do you feel like people who play a bigger game, people who want to make more of a difference in the world are going to get rejected more?

Jia: Absolutely, Absolutely. The more you stay in your comfort zone, the more you don't grow and stay where you are, the less you will get rejected. Because you become insignificant to other people and really people just don't care, and people feel you are just who you are, and that's okay. They all accept that. But as you... if you really want to grow and learn, you have to get out of your comfort zone into what I call the possibility zone. That's where you elevate yourself. That's where you take on more responsibilities. That's where maybe you start your own company. That's why maybe you get into politics and pursue your life long dreams.

So the more responsibilities, the more impact you have, the more people will hate you. Not just reject you, more people will hate you because what you do is not only impacting them but also disrupting what they think the world should be. That's why you see some of the most high impact people, the most powerful people are the most hated people in the world. That's because the higher you are, the more rejections you will get. So it's almost progressive, and it will have this progressive tax right? The more money you make kind of the higher percentage of tax you would pay off that income you would pay in tax. Same thing with rejection. The more impact you make in the world, the more rejections you will get.

Rachel: Mm. How about in your experience? Did you see that people related to you differently as you were getting more and more comfortable with rejection?

Jia: Oh yeah, absolutely. There are two parts. One is I just became so much more confident than I was before. I felt almost invincible, I can ask anything from anyone anywhere. And that type of, I guess swagger and the confidence, it doesn't come from a very arrogant way, right? I make sure they know I'm asking this in a humble way. I let them know that they are doing me a favor if they say yes. But I also make sure they know it's okay if they say no.

With that mentality, I have all the confidence in the world. And people respond to that. In my personal life, in my professional life. But also because what I'm doing right now is actually interacting with a lot of people every day who are strangers, and they tell me, hey I love what you're doing. It's inspired me so I'm doing this. I'm starting a new business, I'm getting my dream job, I'm starting a ministry. That type of impact, it was only happening because I found something that people need, and I'm trying to help them. That type of impact also inspired a lot of my friends as well. So it was really a huge net positive in my life but also in other people's lives as well.

Rachel: Wow. Have you heard of... I know that there's these retreats or I don't know if they're called retreats but I guess experiences is a better word. Where people will pay to do all these crazy things and one of the exercises I've heard, I don't remember who does it, but they'll basically drop you off in a country where you don't know the language and have you get from wherever they drop you off to somewhere else across the country. You have no money, and you have to learn how to just ask for what you need, even if you can't speak the language. Have you heard of this?

Jia: I haven't heard about that, but that sounds so fun.

Rachel: Yeah, you'd be great. You'd be awesome at it, and people say that just the lessons that they learned from it just keeps them forever changed.

Jia: Yeah, it's actually you don't have to go to a foreign country to have that experience. You can stay in North America and speak perfect English and have that experience. Just, you have to get out of your comfort zone and do the things that you wouldn't normally do, ask for things you wouldn't normally ask. You will get the same experience.

Rachel: That's a great point. So now knowing what you know now and where you are, do you ever feel worried that you're about to get rejected when you're asking for something?

Jia: Yeah. So I call this the courage muscle. So do I worry? Most of the time, no. But you can't completely eradicate fear from your... You can conquer fear, you can overcome fear, but you cannot eradicate it. Because it's a biological response system that's in our DNA. It was actually keeping us alive for these thousands of years that we've evolved to become who we are right now. So that fear will always be there. But the thing is if you keep getting out of your comfort zone, if you keep asking for things that you might get rejected at, you are actually exercising your muscle of asking for things, of that courage.

Some people mistake it to be, that you're either born with that or you don't have it, right? Some people have it; some people don't. But it is actually something we develop as we grow up and as we gain experience in the world. You can actually gain that muscle by exercising. You gain that muscle by getting out of your comfort zone. That's why with my product I built online, it's an online course where I take people through this process, 100 days of rejection process. I call this [Rejection Gym](#) because the world is your gym, and you're using rejection as the dumbbells to strengthen your courage muscle. So in real life situations, you are going to have more courage to ask for things and to do things.

Rachel: Mm, awesome. Do you say anything to yourself or do you teach people to say anything to themselves as their working up this courage or is it just a matter of just take those 5 seconds of courage and do it?

Jia: Yeah, there's a couple things. One is I try to use curiosity more than anything else. I ask myself what can I learn in this interaction? So no matter what that person said; is it a yes or a no, I really don't care. I want to get the learning from this. I'm also curious to find out maybe what I can do to perfect this request. I don't have control over the other person saying yes or no to me. Again this is more about this other person than me, right? But I do have control of how I compose myself. So I tell myself, hey just go out there and make the best request you can. Make sure you stand up straight, make sure you make eye contact, make sure you speak up, make sure you're humble, make sure you're respectful. When I do those things, and they can all be controlled by me, if I can do all those things, I'm curious to find out would that be a yes or a no. So when I have those self-preparations and have that self-focus but also curiosity for the response, the fear is not that bad anymore.

Rachel: Mm, I can see that. You're putting yourself in a childlike state of mind where it's just about exploring.

Jia: Yeah, absolutely. My son is two and a half right now, and he is fearless. He is asking for things, and he just wants it and usually I oblige. Sometimes I don't because he's asking for something that's not good. But the thing is we lose so much of that edge, so such of that fearlessness as we grow up.

Rachel: Absolutely. Yeah, we really do. So I think it's really fun to go back and put yourself in that curiosity point.

Jia: Yeah, absolutely.

Rachel: So for people who are listening and they're inspired, and they feel like they want to get rejected more, do you think that people should... I mean, I guess there's a couple ways they could go about it. So they could go and start just doing random things like you did to just build their rejection muscle. Or they could figure out whatever their goal is and figure out what's scary to them and then start like asking questions to get rejected there. Or how would you recommend that people, I guess, start getting rejected?

Jia: Well the first thing is, you can start small. You can try this on your own. I recommend anyone to try this out, to get rejected. Just start small. You know, go to a burger joint and ask for a burger refill and see what happens. Ask for the small stuff. When you go to a store say, hey can I speak over your store's intercom? These are the small things that gradually get outside of your comfort zone but once you do them you will expand the comfort zone. You're going to make what used to be uncomfortable part of your comfort zone. Then soon, eventually, you almost feel like invincible. So that's what I recommend people to do. If you feel like you need some guidance, feel free to reach out to me. I'm the trainer; I can take you through the [Rejection Gym](http://rachelrofe.com). That's my online course that will take you through 100 days of rejection. And when you come out of that, you're going to be pretty buff mentally.

Rachel: That's awesome. I was just thinking as I was imagining people listening and thinking... like imagining themselves going through and asking for a burger refill or something? Just panic. So like I'm curious, for you, what was the worst thing that happened throughout the process?

Jia: Yeah, most people are really not mean. I just learned if I'm nice myself, it's hard for people to be mean to me when I'm nice to them. Usually, the worst things that happen are always in my mind. I can give you one example that was not in the [100 Days of Rejection](#). But that's where it turned out to be not as pleasant of these requests.

I went to a barber shop. I went to ask a barber or a hairdresser, can I cut your hair? That was my request. It was pretty weird, right? The hairdresser, she smiled and she was like, "You want to cut my hair?" She was amused by this crazy request. Then I give a reason, but this time I give a reason that's not authentic.

That's why I want to tell people that you want to stay authentic. You want to stay true, don't ever make up stuff that's not true. This time I said, because I want to practice this thing I learned from [How to Win Friends and Influence People](#). You know, Dale Carnegie's classic book about caring about other people's interest more than you.

So I said, "I think you could be bored with your job. Let me cut your hair." And maybe to lighten the mood or something. Now I had no idea if that person was bored or happy; I just tried to solve the other person's interest. By doing that, because I had no idea if that was true or not, she was offended. She was like, "I love my job. How can you say I get bored?"

So in that instance I learned that you can definitely give your reason but do not make up a reason that's not true. If you want to care about the other person's interest, that's fine. But you gotta know that's a real interest. You can't pretend you're caring about the other person's interest.

Rachel: Yeah, I would imagine that's a completely different energy coming from you. I'm sure she could even sense just like a faltering in your asking.

Jia: Absolutely. And I came out of that feeling like dirty. I felt like I was like a snake oil salesman. That's what they say, I learned from that instance where I call it this principle start with I. Meaning if it's really a favor say it up front. It is a favor I'm asking you. If it has some special benefit to the other person, say it too, say it afterward. But don't pretend that this will benefit the other person or [inaudible 00:31:10] benefit the other person. It doesn't benefit you when it's not true.

Rachel: Mm, great point. So you were saying after this you felt dirty, like a snake oil salesman. With the other times, you were asking people for things, and you were getting rejected, how did you feel after those?

Jia: My first day I felt humiliated. But then pretty soon I felt better and better. And then eventually I felt great. I'm like great, I got another rejection. So what can I learn from this? Those things are really fun. As you do more of these, the pain of rejection goes away. The pain is less, and so goes the fear.

Rachel: Some of the things that I've heard other people asking mentors to mentor them and asking to be featured in these different magazines. And they were shocked to get yeses. So I think this is just such a cool experiment that you did. It's just so inspiring, what you do. I feel like I could ask you so many more questions right now but I also think that were at a spot right now that is extremely inspiring, and people are going to get so much from this. I think actually here's a phenomenal ending point because I bet people are feeling super motivated. So can you let people know just where they can go to learn more about you?

Jia: Yeah, my website is called fearbuster.com. Actually I want to have something for your audience. I've had a lot of fun here, and I want to have some gifts for the people who listen to A Better Life and want to really have a better life. There are things you can do, to just... you don't have to move to a foreign country, you don't have to change jobs. You can experience a better life just by growing yourself and getting out of your comfort zone. So you go to fearbuster.com/abetterlife, and I'll have something for you, and you can connect with me on that page.

Rachel: Thank you so much, that is very generous of you.

Jia: No problem.

Rachel: And just thank you so much for everything that you said in this interview. I really do think it's going to help a lot of people, and I understand why all the people on the YouTube comments were saying how inspirational you were. So thank you, this has been spectacular.

Jia: Thank you Rachel.

Rachel: Thank you so much for listening to A Better Life. You can find all show notes for this episode at rachelrofe.com If you enjoyed this episode, subscribe so that you can automatically get access to all new shows. Let's also connect. Just go on to [Twitter](#), [Facebook](#), or [Instagram/rachelrofe](https://www.instagram.com/rachelrofe), and we can talk there. The opinions of all guests here are their own, and I'm not necessarily endorsing any of them. I do want to give you perspective, though. And always remember if you have a choice, choose A Better Life.

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I really appreciate you.

With love,
Rachel Rofé