



JIA JANG

Top Inspirational and Emotional Intelligence Speaker, Winner of Toastmasters Golden Gavel
Award, One of the Most Viewed TED Talks: 100 Days of Rejection

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- Owner of Rejection Therapy, a website that provides inspiration, knowledge and products for people to overcome their fear of rejection
 - In 2015, he authored the Amazon bestselling book, Rejection Proof: How I Beat Fear and Became Invincible Through 100 Days of Rejection
 - Popular TED Talk with close to 10 million views
 - He discovered that rejection can be much less painful than we believe and that the fear of rejection is much more destructive than we know
 - What makes Jia unique and extremely effective is the way he teaches. Instead of pushing concepts down to the audience, he relates with them using humor and authenticity
 - The importance of becoming rejection-proof, the basic principles of turning a NO into YES, as well as how to get more YESes

Rising to notoriety with his most-viewed TED Talk (top 200 out of 60,000), What I Learned from 100 Days of Rejection, which became the basis for his bestselling book and #1 audio book, Rejection Proof: How I Beat Fear and Became Invincible Through 100 Days of Rejection, Jia Jiang has become the world's foremost expert on rejection. A top-booked speaker, Jia is the sought-after authority on empowering confidence and resilience, overcoming one's fear of rejection, and daring to be bolder in both life and career. His upcoming book, The One Action Goal: Achieve Big by Doing Only One Thing, expands on his mission to help anyone overcome obstacles and achieve their dreams and goals by adopting his breakthrough One Action Goal system. Jia's tenacious (and often, humorous) journey from teenage Chinese exchange student to entrepreneur and high performance, personal development guru has captivated Fortune 500 audiences such as Google, Dell Technologies, Johnson & Johnson, Visa, Allstate and others. He consistently earns rave reviews and the personal thanks of audience members who credit Jia with changing their lives.

Did you hear the one about the guy that asked for a "burger refill" at a fast food restaurant? Got a flight attendant to let him grab the mic and address a plane full of passengers? Or, asked Krispy Kreme to make doughnuts in the shape of Olympic rings—and succeeded? These are just a few of the very creative—and sometimes, outrageous—asks that were part of Jia Jiang's now legendary "100 Days of Rejection," the blog that became the basis for his most-viewed TED Talk and bestselling book. Stories like this are an integral part of what Jia brings to the speaking stage, along with remarkable journey of an ambitious teenager from Beijing who longed to be an entrepreneur like his idol, Bill Gates, and followed his dream by becoming an exchange student in the U.S. (only to find himself in rural Louisiana teaching himself English).

Today, in addition to writing his new book, The One Action Goal: Achieve Big by Doing Only One Thing, speaking, and blogging, Jia Jiang (pronounced Jah Jahng) has achieved his dream of becoming an entrepreneur. He is the CEO and owner of Rejection Therapy, a website that provides inspiration, knowledge and products to help people overcome their fear of rejection. He is also the CEO and founder of Wuju Learning (Wuju means "fearless")

in ancient Chinese), a company that trains organizations to become fearless through rejection training. In 2022, he became a Board Member of LifeHikes®, a global professional development company that has been called the “secret weapon” of companies like Alibaba, Facebook, Dropbox, and Google. Prior to taking the life-altering risk of becoming an entrepreneur, he worked in the corporate world at Dell Technologies and LinkedIn.

Jia’s powerful and empowering story has been shared across business and popular media, including NPR, Bloomberg Businessweek, The Guardian, CNN, TIME Magazine, Inc., and others.

He holds a Bachelor of Computer Science from Brigham Young University and a Master of Business Administration from Duke University.

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Jia tailors each presentation to the needs of his audience and is not limited to the topics listed below. Please ask us about any subject that interests you;

- Motivation
- Emotional Intelligence
- Sales
- Change

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What I Learned From 100 Days of Rejection

For too many of us, the fear of rejection is the #1 obstacle to achieving our goals and dreams. Our natural tendency is to avoid the risk of rejection, even when it’s detrimental to our businesses, careers, and lives.

Nobody knows this like entrepreneur Jia Jiang. To overcome his own fear of rejection, he conducted an experiment where he intentionally sought it out every day for 100 days. From

asking complete strangers for \$100 to requesting a “burger refill” at a fast food restaurant, Jia’s experiences (and surprising results) became the basis for one of the most-watched TED Talks of all time and the bestselling book *Rejection Proof*. It also transformed Jia Jiang into the world’s foremost authority on rejection.

Key Takeaways:

In this engaging presentation, Jia shares insightful—and often laugh-out-loud—stories from his 100 Days of Rejection. Audiences learn how to become more resilient and make becoming rejection-proof their superpower for success in life. He also explores the basic principles of turning a NO into a YES, as well as how to get more YESes. By transforming a keynote speech into a unique and inspiring experience, Jia has earned rave reviews from Fortune 500 audiences and praise from individuals who have thanked him for changing their lives.

The Art of Achieving Ambitious Things

Discipline is the ability to consistently take hard action. It is the key to achieving any long-term success.

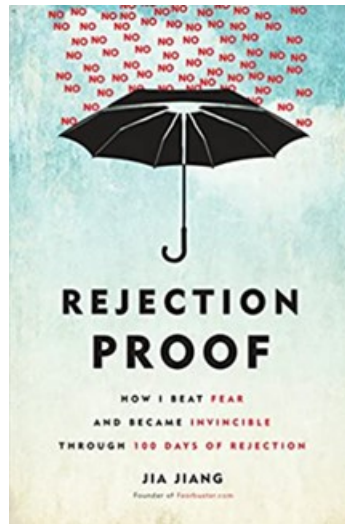
Most people think discipline is obtained through a combination of inspiration, willpower, and pain tolerance. But that’s not reality. In the long term, people will do anything to avoid pain. As a result, most people fail to achieve personal goals, and most organizations fall short of their expected results. In his paradigm-shifting keynote, bestselling author Jia Jiang introduces a hidden alternative way for people and teams to achieve real, sustainable discipline — love. It’s not about tolerating the work you hate but building tools to love the work you do.

Key Takeaways:

Through inspiring, humor-filled stories, Jia illustrates tools and systems he uses to make himself fall in love with the hard actions needed to achieve his ambitious goals, including business building, sales mastery, networking, fear conquering, public speaking, language learning, and even parenting. After this experience, the audience will not only gain a brand-new perspective on success and discipline but also be equipped with the tools and system to realize any long-term goal with positivity and fulfillment.

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