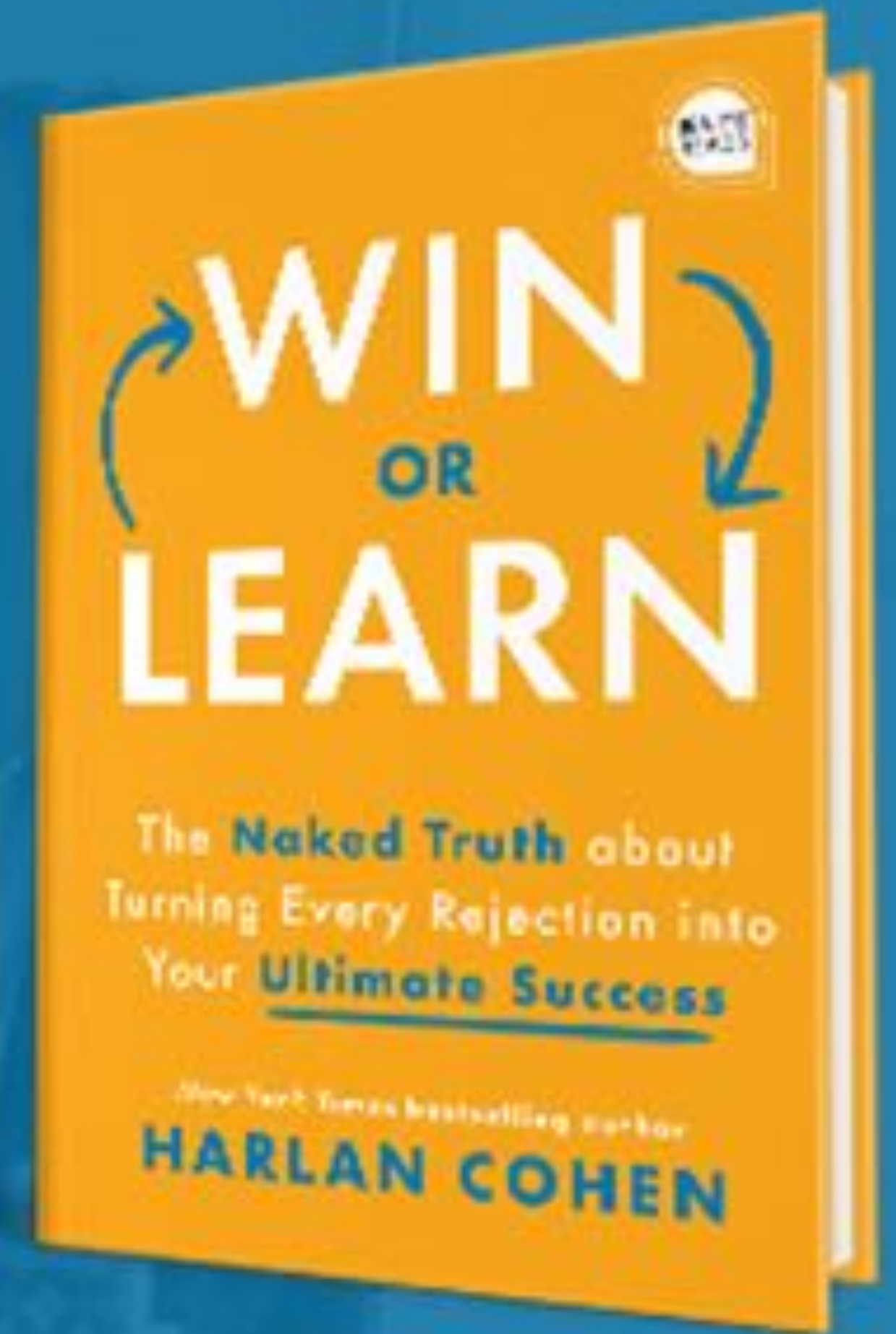


Fight for Your Goals Without Fear of Rejection

NACAC Sourcebooks Event



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www.HarlanCohen.com/NACAC-2021



[/HelpMeHarlan](https://www.facebook.com/HelpMeHarlan)



[@HarlanCohen](https://www.instagram.com/HarlanCohen)



**I never lose.
I either win or I learn.**
- Nelson Mandela

**You are worthy and
deserving of anything you
want and desire**

Today is the future

I created yesterday

I struggled feeling like I was enough...

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046-
Name Harlan Cohen
Address 2244 Phillips Dr.

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**WHAT'S
YOUR
DREAM?**



Success is NOT about the school...

BEFORE COLLEGE .TV 5 Big Questions With Denise Pope: The Surprising Truth About College Success Watch later Share

FACT:
WHERE YOU TO GO TO COLLEGE IS NOT AS IMPORTANT AS YOU THINK

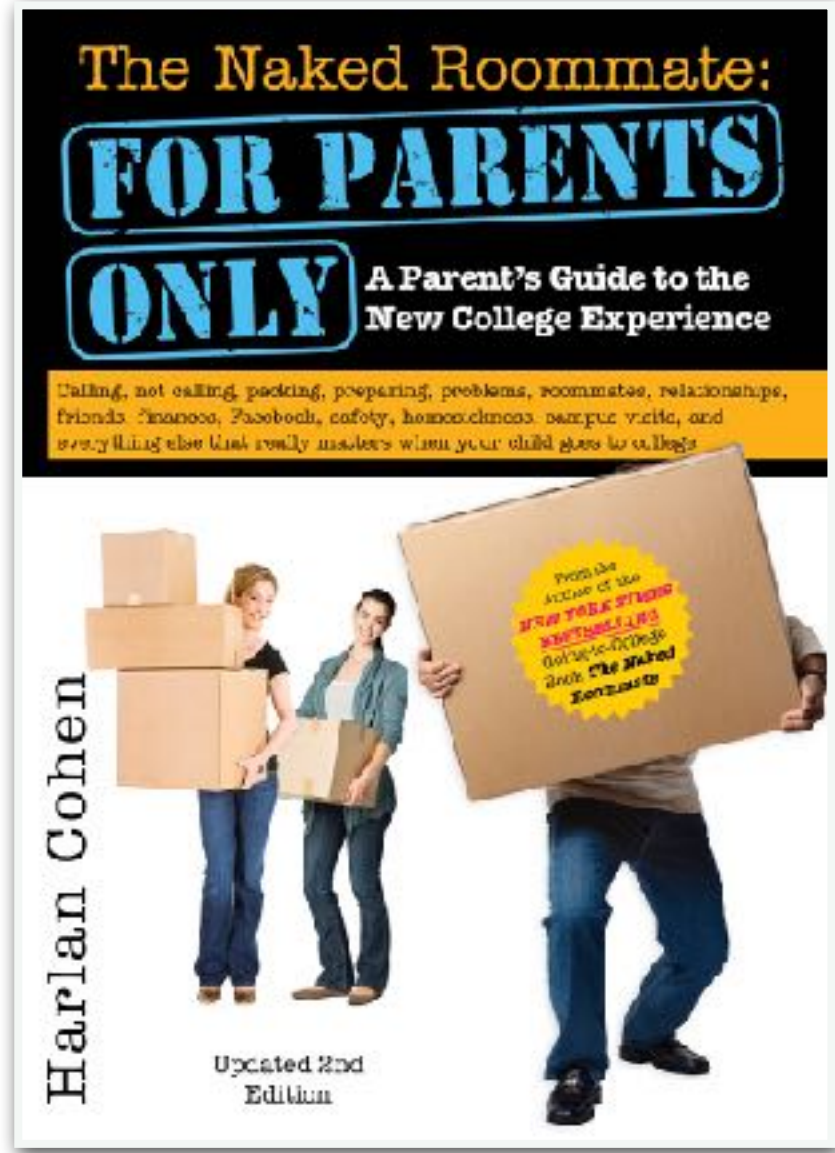
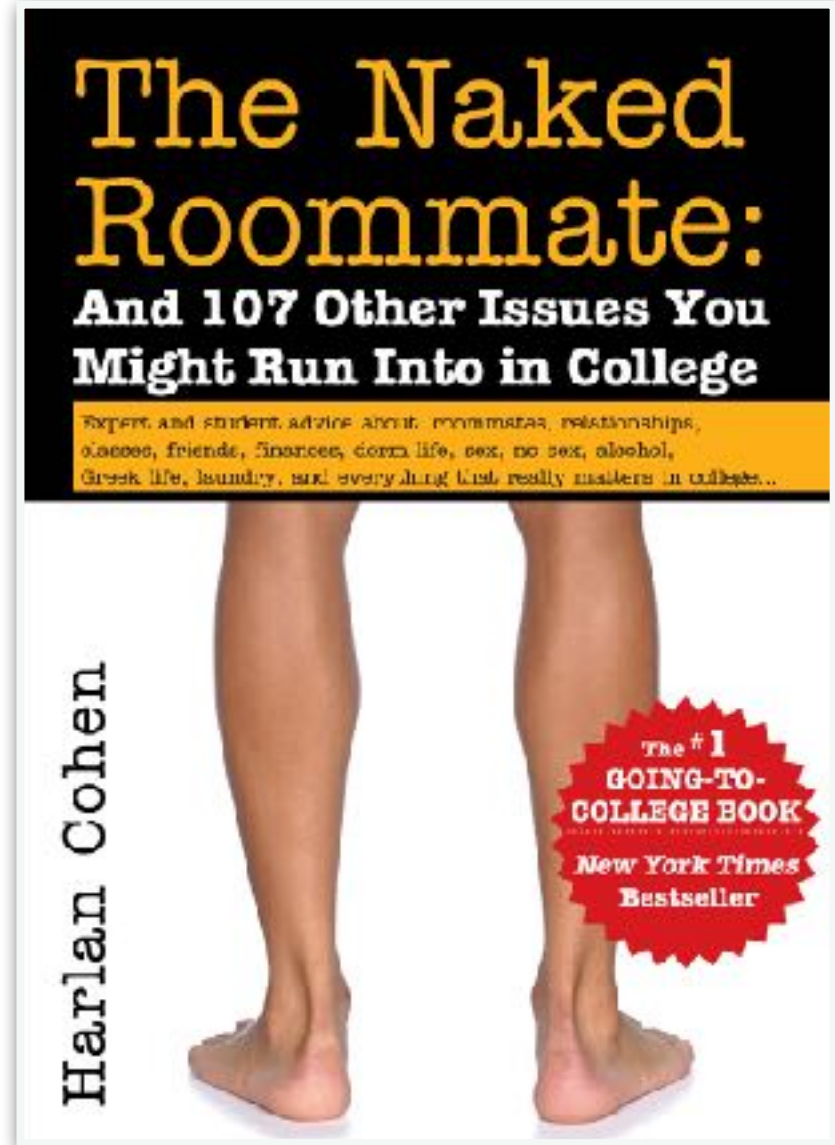
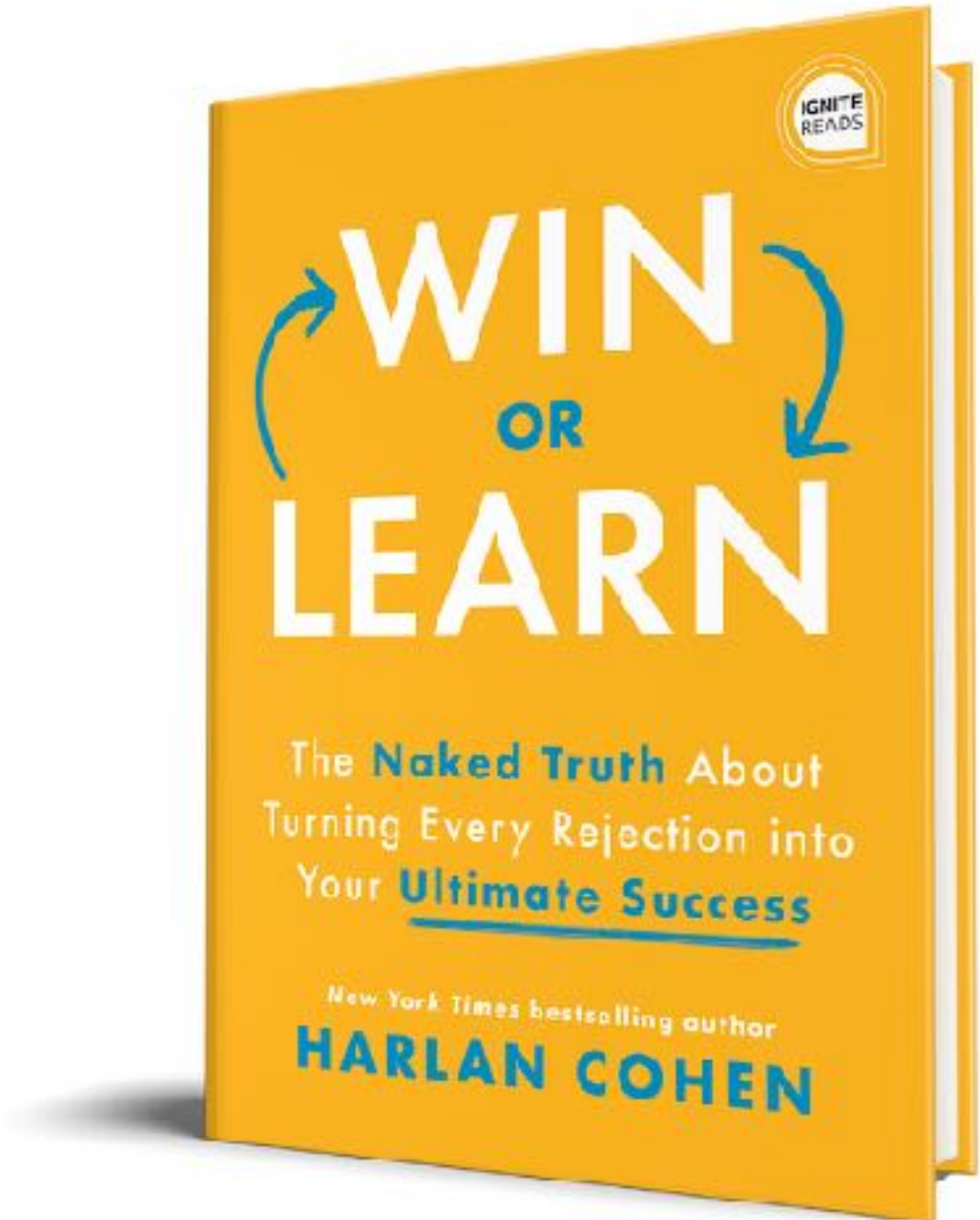
5 BIG **BEFORE COLLEGE .TV** **QUESTIONS**

DR. DENISE POPE
SENIOR LECTURER AT STANFORD UNIVERSITY
Co-FOUNDER OF CHALLENGE SUCCESS

HOSTED BY
HARLAN COHEN

Watch on YouTube

WHAT DO I DO? Research and Write Books



BEST SELLERS > EDUCATION

Best Sellers

June 2015 < May 2015 July 2015 >

| THIS MONTH | EDUCATION |
|------------|---|
| 1 | MISSOULA , by Jon Krakauer. (Doubleday.) The author of "Into the Wild" discusses cases of acquaintance rape in Missoula, Mont., home of the University of Montana. Sunday Book Review Buy |
| 2 | VERY GOOD LIVES , by J. K. Rowling. (Little, Brown.) J.K. Rowling's Harvard commencement address on embracing failure and imagination. Buy |
| 3 | BETWEEN YOU & ME , by Mary Norris. (Norton.) A memoir of a career in the New Yorker's storied copy department, along with grammar advice. Sunday Book Review Buy |
| 4 | HOW TO READ LITERATURE LIKE A PROFESSOR , by Thomas C. Foster. (Harper Perennial.) An introduction to the hidden truths of literature that decodes literary basics, including symbols, themes and context. Buy |
| 5 | THE NAKED ROOMMATE , by Harlan Cohen. (Sourcebooks.) A primer of issues one might typically expect to encounter during college dormitory life. Buy |

OVERVIEW

PRINT & E-BOOKS
Fiction
Nonfiction

HARDCOVER
Fiction
Nonfiction

PAPERBACK
Trade Fiction
Mass-Market Fiction
Nonfiction

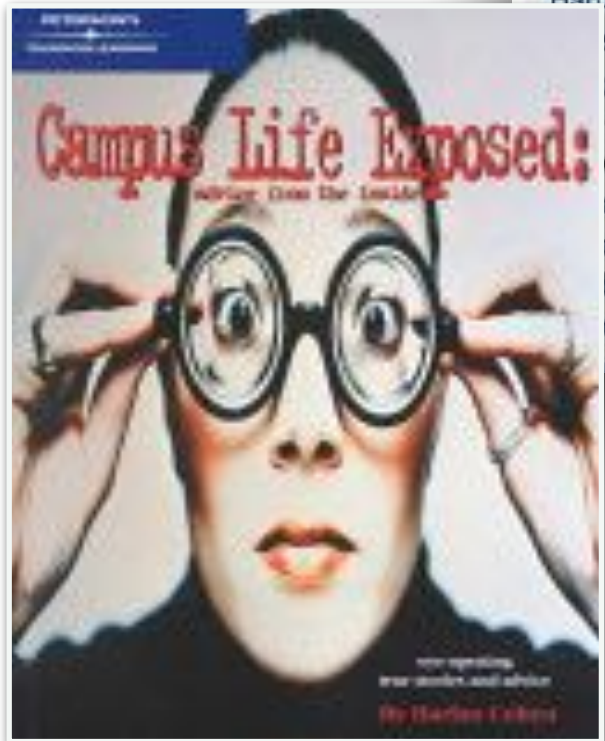
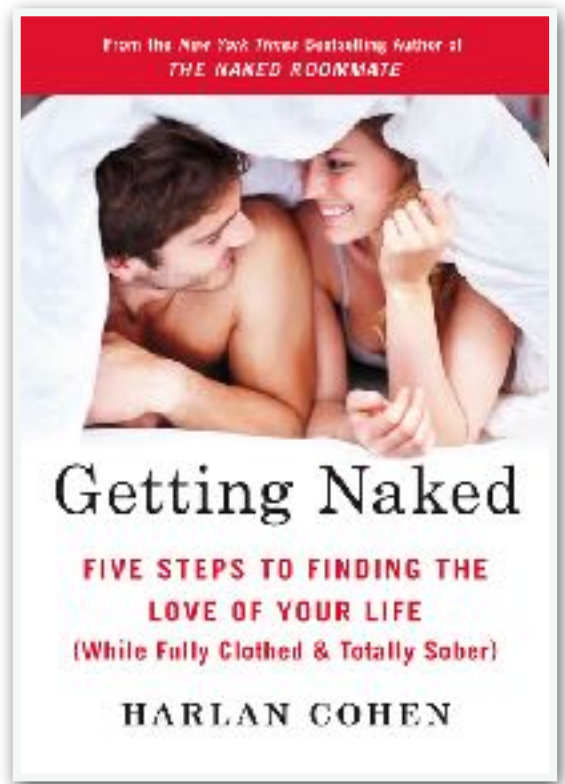
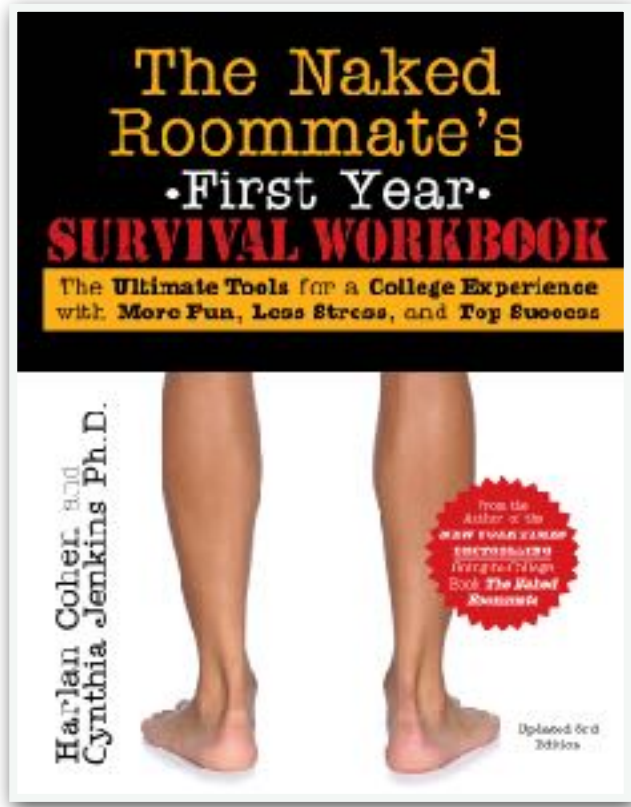
E-BOOKS
Fiction
Nonfiction

ADVICE & MISC.
Combined

CHILDREN'S
Picture Books
Middle Grade
Young Adult
Series

GRAPHIC BOOKS
Hardcover
Paperback
eBook

WEEKLY LISTS
Fiction
Nonfiction
Business
Biographies
eBook
eAudiobook



WHAT DO I DO? Teach and Listen



WHAT DO I DO? Tell People's Stories



Harlan Cohen, Contributor
Author, Speaker, Syndicated Advice Columnist

15 Things Parents of First-Year College Students Should Never Do

08/13/2015 05:21 pm ET | Updated Dec 06, 2017



1. Get Carried Away in Hysterics: No one wants to be the freshman of the mom who literally couldn't let go, fell, hit her head, and got carried away in an ambulance. On the other hand, hiding your feelings makes you come off as cold and uncaring. Find a middle ground (a few tears, no sobbing on the ground) and get out...fast. Run!

2. Wake-Up Calls: It's not about you getting them up; it's about you knowing where they are in the morning. I know it alarms you to be so far away, but this is not how your child becomes a self-sufficient responsible adult. Besides, sleeping through a quiz is all part of learning.

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HOT TOPICS: Photos: Celebs in St. Paul Photos: Vikings training camp Bookstore for sale Blue moon

Home > Columnists > Story

Help Me! Harlan: Recent grad is hungry and needs career advice

By Harlan Cohen

POSTED: 07/27/2015 12:01:00 AM CDT | UPDATED: ABOUT 20 HOURS AGO

Dear Harlan: I recently graduated from college and am finding myself with a lot of uncertainty. The whole world is out there for me to take, but I am having trouble finding out where I should start.

I am a writer with the dream of reaching more people than Facebook, WordPress and Twitter now allow. But now that I've moved back in with my parents, I'm feeling overwhelmed by the real world.

I am hungry for all the "newness" that is to come my way. I am ready to take risks, to fail, to succeed and to possibly inspire people in my pursuit of my dream. I do not want to settle. I do not want to look back and find myself muttering the words "I wish," "If only" and "I regret."

I am young, so this is the time for me to start the next chapter of my life -- and the best is yet to come, right?

As a writer yourself, what is your advice for beginning the walking stage, which eventually will lead to running and ultimately, the chasing and then the catching of one's dreams and passions?

Someone once told me that the best way to eat an elephant is one chunk at a time, so I am ready to begin biting into that next chunk, but I'm unsure how to take that first bite.

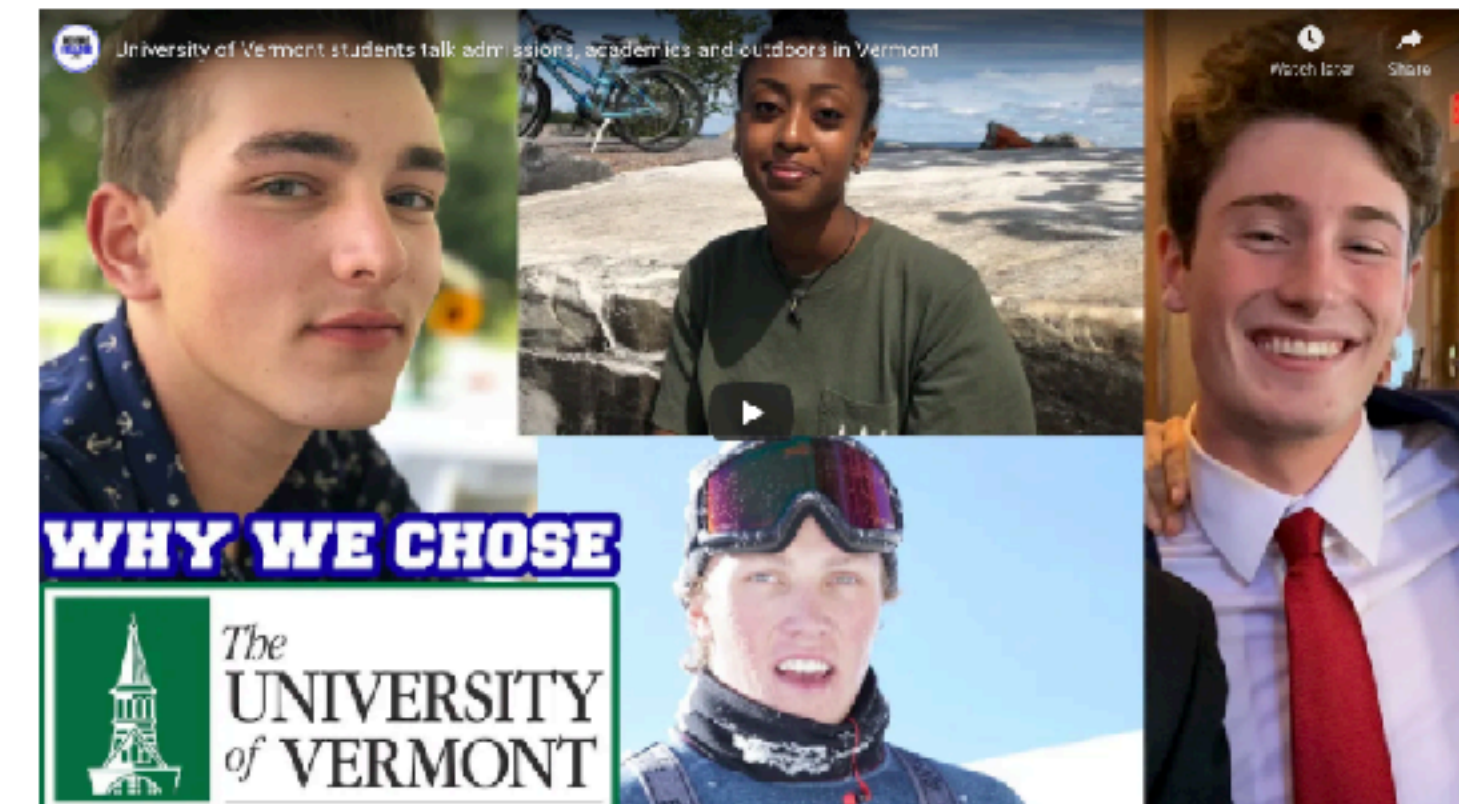
-- Hungry

BEFORECOLLEGE.TV

YOUR PLACE, YOUR PEOPLE, YOUR PASSION

BEFORE COLLEGE TV: NEWS | EXPERT ADVICE | STUDENT INTERVIEWS

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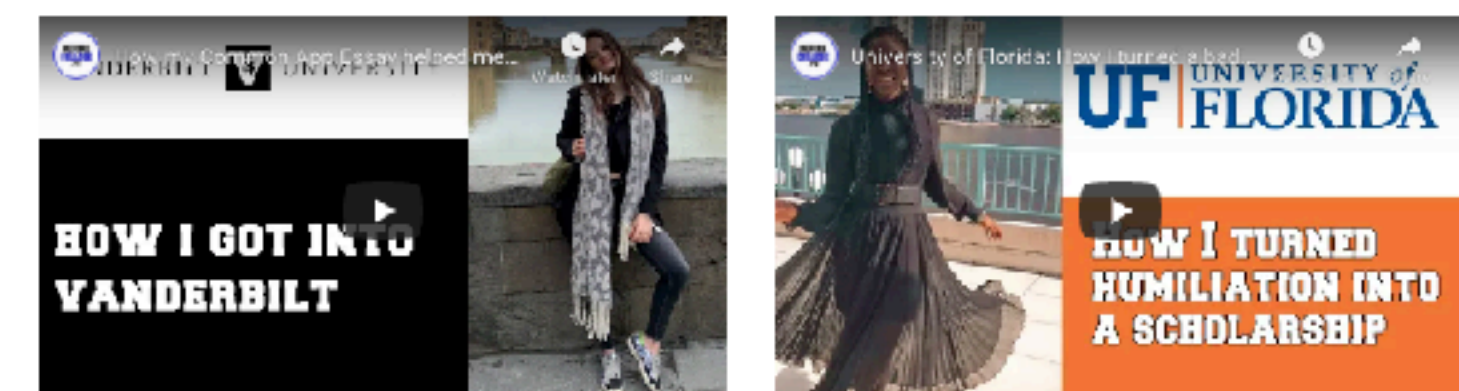


> [Click here for links to stories mentioned](#)

One of Your People Project

Real advice from real students and recent grads living your dream

Watch LIVE Interviews on [Facebook](#). Subscribe to Before College TV on [YouTube](#).



I Help People Navigate Change



SEARCH

SELECTION

TRANSITION

TRANSITION IS HIGH STAKES, EMOTIONAL, AND INTENSE

S

Social

E

Emotional

P

Physical

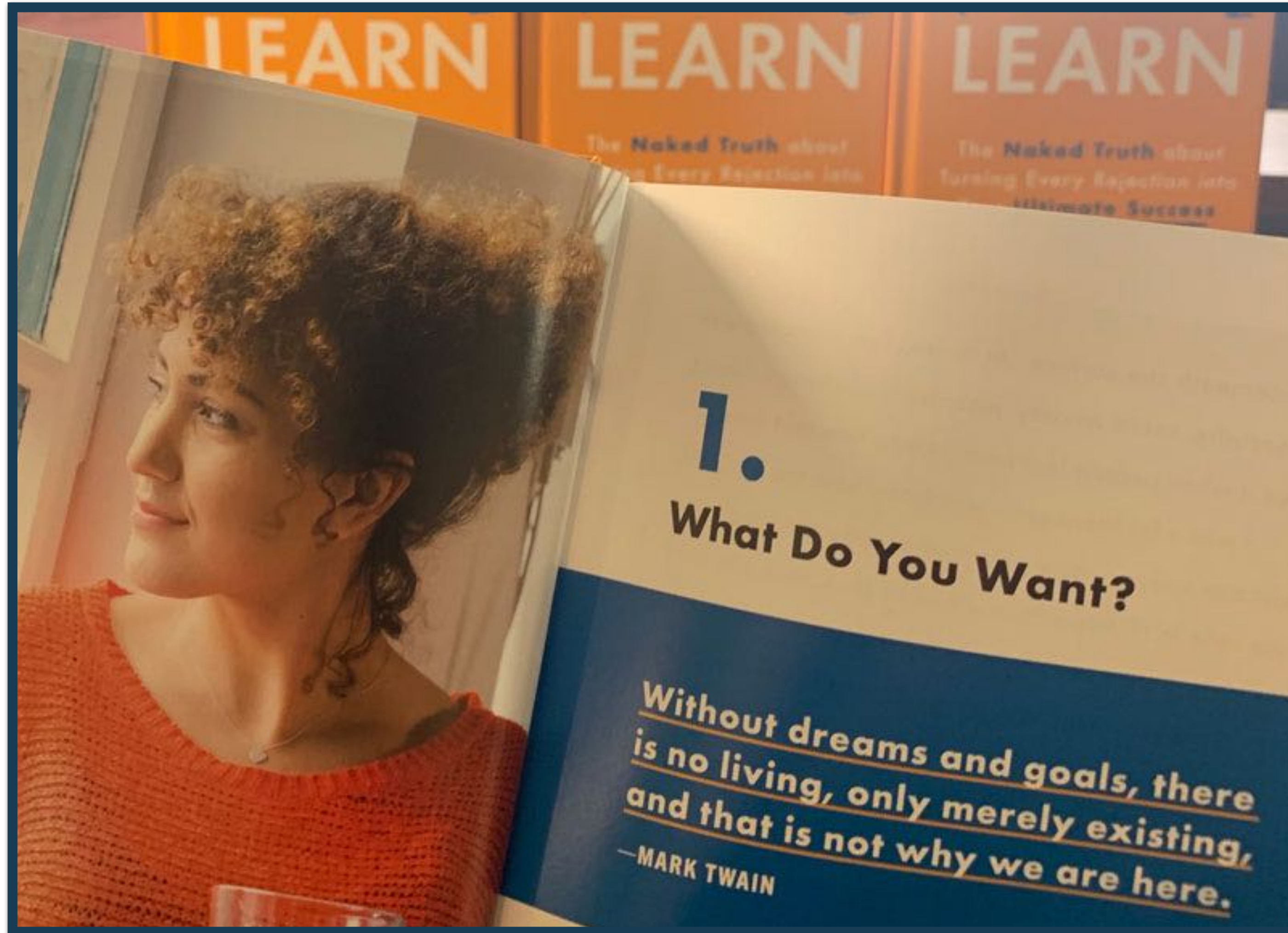
F

Financial

A

Academic

Step 1. What do you want?



**What do
you want to
create,
experience,
or change?**

**WHY IS
WANTING
SO
SCARY?**





YOU WILL NOT GET WHAT YOU WANT...

Rejection, Pain, Self-Doubt, Shame, Anger, Humiliation, Confusion



YOU WILL GET WHAT YOU WANT

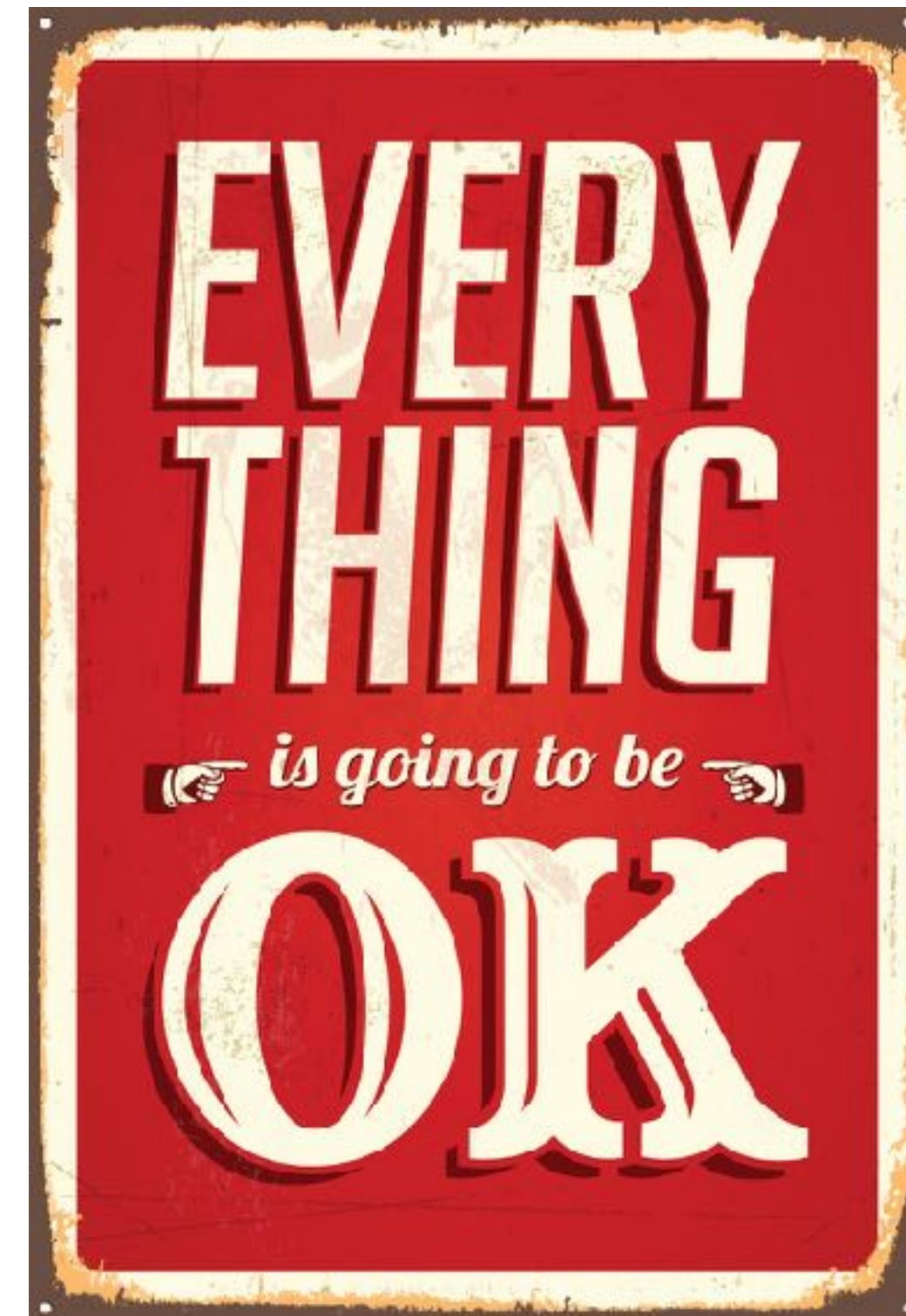
Imposter Syndrome, Fear, Anxiety, Self-doubt, Jealousy, Envy

**YOU WILL GET WHAT YOU WANT AND
THEN YOU WILL LOSE IT...**

Graduation, Retirement, Loss, Breakups, Health Issues, Disasters, Change



**WHAT IF YOU
BELIEVED...**



Step 2.
Get Comfortable
with the
Uncomfortable



The 90/10 Rule

**Life is 90%
amazing**

**10% difficult
(or a bunch of BS)**



**The secret...NEVER let the 10% take up
100% of your time!**

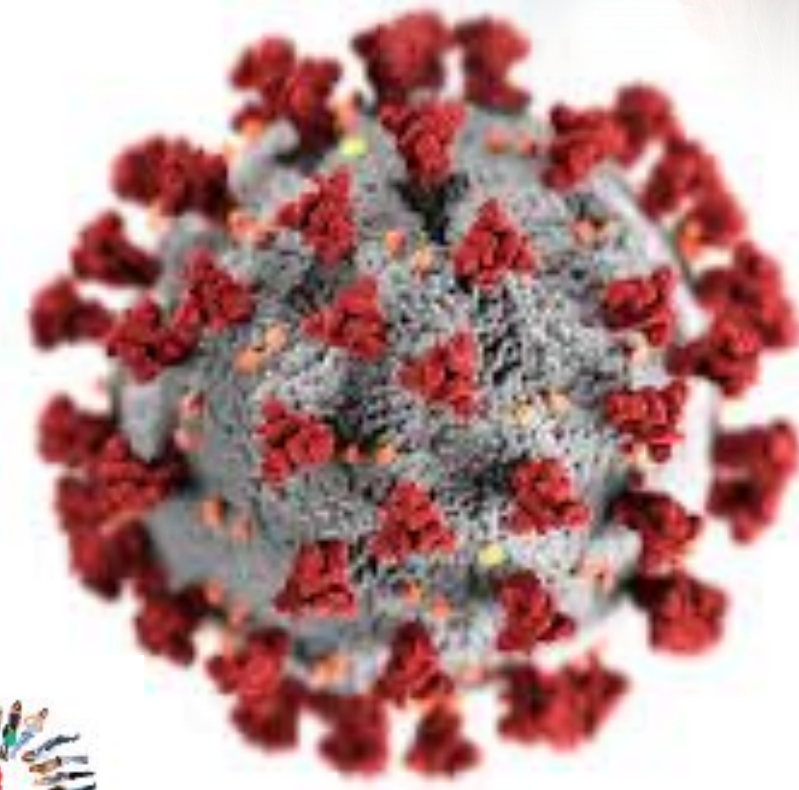
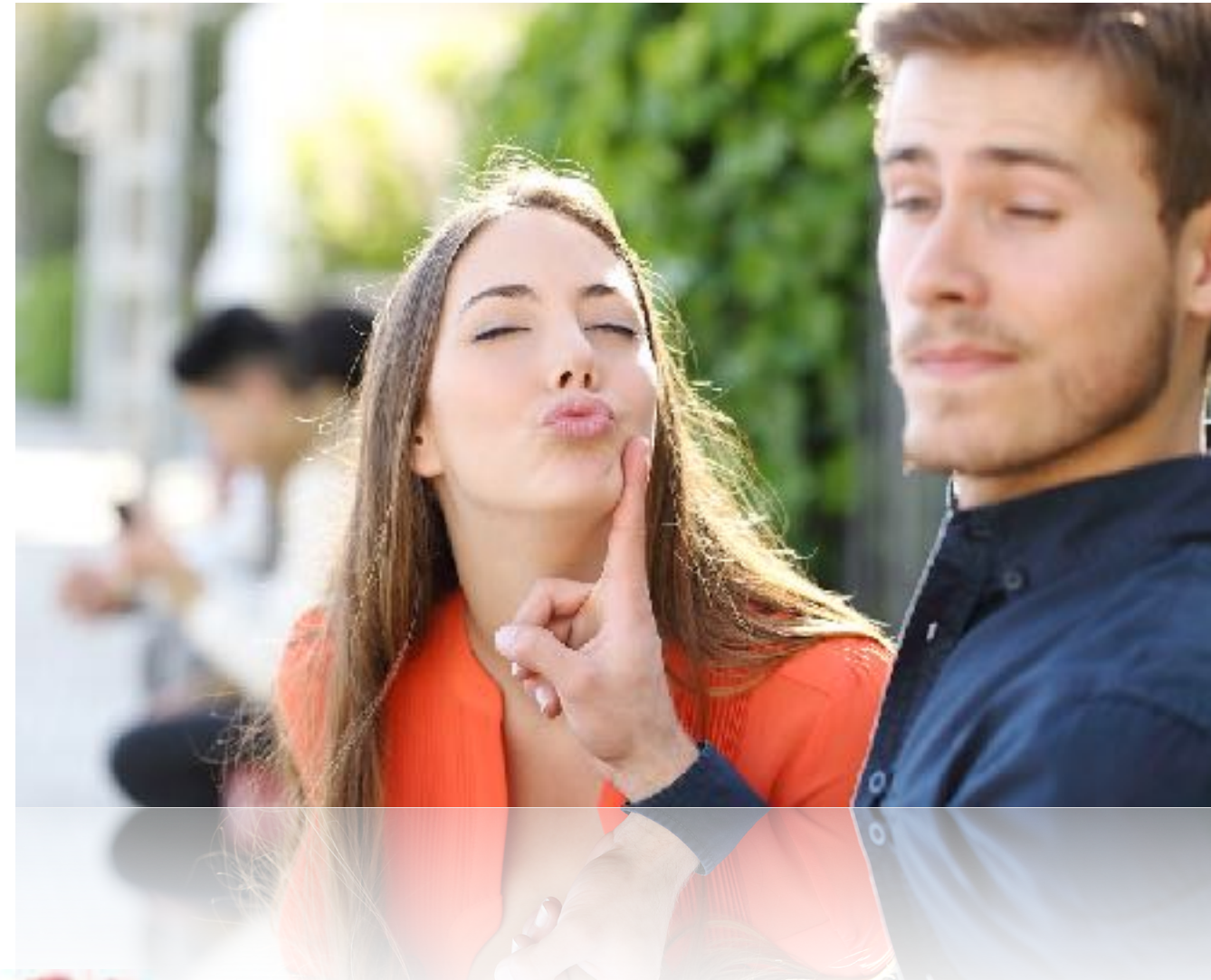
Win or Learn

The Universal Rejection Truth

The Universal Rejection Truth says that not every-
one and everything will always respond to you the
way you want. Like gravity, there's no escaping this
irrefutable law of nature. Like the winter in Chicago
fighting it will leave you cold and miserable.

Accepting this truth
you free. Th

Universal Rejection Truth



You can be the MOST QUALIFIED
You can be the VERY BEST
You can do EVERYTHING RIGHT



**AND YOU WILL
STILL FACE
REJECTION...**

Galileo



Galileo's trial

Galileo is tried before the Roman Catholic Inquisition in Rome, Italy, in 1633. Galileo is accused of teaching Copernican theory, which states that the Earth revolves around the Sun. At the time the church taught that Earth was the center of the universe.

© *Everett Historical/Shutterstock.com*

The Vatican's reaction to the book was swift. In 1633 the Inquisition leveled a charge of heresy against Galileo and sentenced him to life imprisonment. Friends and patrons intervened, and he spent the rest of his life under house arrest in a villa near Arcetri, close to Florence. Galileo's final book, *Dialogues Concerning Two New*

<https://www.britannica.com/summary/Galileos-Achievements>



Tweet



Sarafina Nance @starstri... · 11/20/19 ...

4 years ago I got a 0 on a quantum physics exam. i met with my professor fearing i needed to change my major & quit physics. today, i'm in a top tier astrophysics Ph.D program & published 2 papers.

STEM is hard for everyone—grades don't mean you're not good enough to do it.

1,183

18.5K

85.5K



Ben Cichy
@bencichy



Replying to @starstrickenSF

Got a 2.4 GPA my first semester in college. Thought maybe I wasn't cut out for engineering. Today I've landing two spacecraft on Mars, and designing one for the moon.

STEM is hard for everyone. Grades ultimately aren't what matters. Curiosity and persistence matter.

11:44 PM · 11/21/19 · [Twitter for iPhone](#)

Tweet your reply



Rejection And Resiliency In The Age Of Social Media

Despite emotional wounds being invisible, anguish, distress and stress are becoming more and more common. As we are now rejected frequently with small snubs like unfollowing on Twitter, swiping left on Tinder, not liking an Instagram post, not matching on a dating site or being alone during the holidays, these emotions are felt more often. [Social media and constant contact](#) to millions of people at any moment—although further distances between personal connections—inherently mean that more people can reject us, even if it's as small as not liking our social media post when we liked theirs.

Research out of the [University of Michigan](#) suggests that not only does the brain process rejection like it does physical injury, but that personality traits such as “[resilience](#)” are vital to how we process pain. The brain's natural painkilling response varies between humans, with some releasing more opioids during social rejection than others, meaning that some have a stronger—or more adaptive—protective ability. When mu opioid is released, there is a trigger in two areas of the brain: One (the [amygdala](#)) processes the strength of the emotion, and the other (the [pregenual cingulate cortex](#)) determines how your mood changes because of the event. Therefore, the more opioid released, the greater reduction in pain—and possibly a greater experience of pleasure when someone feels that they've been socially accepted or validated.



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REJECTION DENIAL

A dark and dangerous place where you think everyone and everything should **ALWAYS** respond the way you want. When someone or something doesn't respond the way you want you tend to hate, hide, attack, blame, and shame...



UPDATED EDITION

CAROL S. DWECK, Ph.D.

mindset

THE NEW PSYCHOLOGY OF SUCCESS

HOW WE CAN
LEARN TO FULFILL
OUR POTENTIAL

2
MILLION
COPIES
IN PRINT

- *parenting
- *business
- *school
- *relationships

"Through clever research studies and engaging writing, Dweck illuminates how our beliefs about our capabilities exert tremendous influence on how we learn and which paths we take in life."

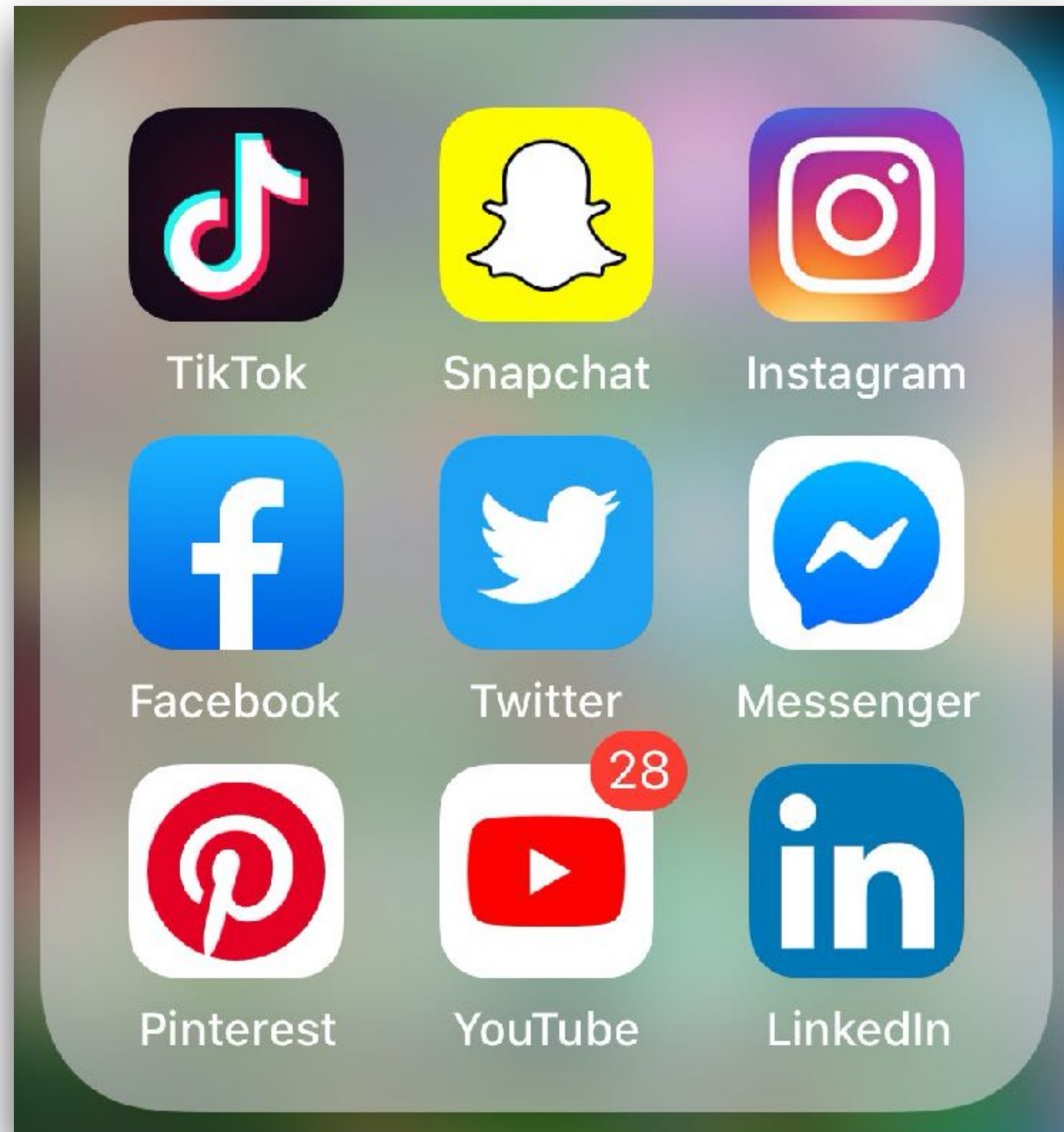
—BILL GATES, *GatesNotes*

In order to fully embrace a growth mindset in all aspects of life, it's vital to embrace the Universal Rejection Truth. When rejection is part of being brilliant, successful, and accomplished, there is no shame, self-doubt, fear, or embarrassment if we don't get it right the first time. We are truly free to grow. Learning becomes an essential part of the process.

Rejection is unavoidable...



It's around us 24 hours 7 days a week





STOP FIGHTING THE TRUTH

**Hate, hide, attack, deny,
blame, shame, give up...**



YOU CAN FACE THE TRUTH AND WELCOME IT

**Look inward, look
outward, and move
forward with confidence
and clarity...**

When you don't get the outcome you desire ask...

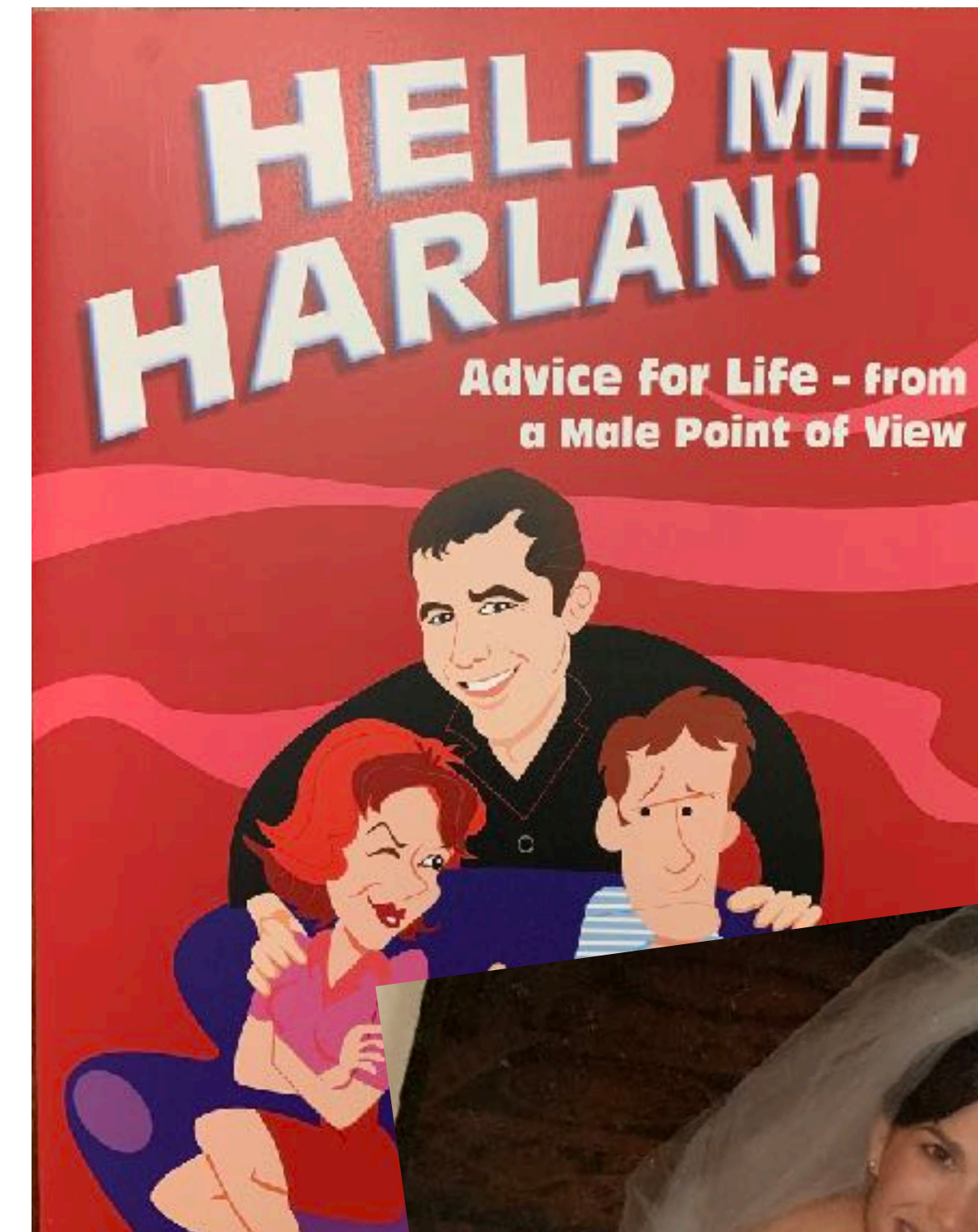
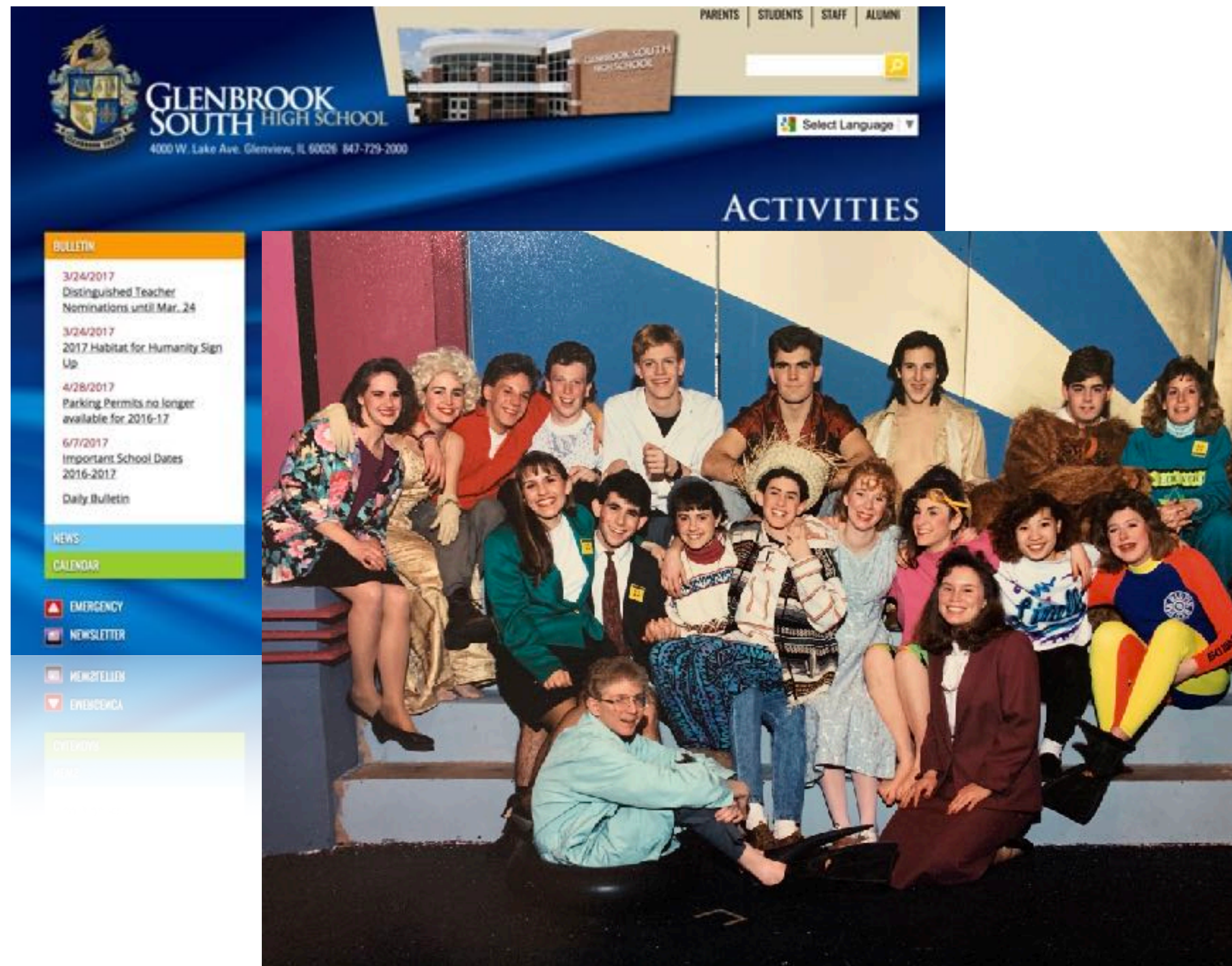
Am I the problem?

Is someone or something else the problem?

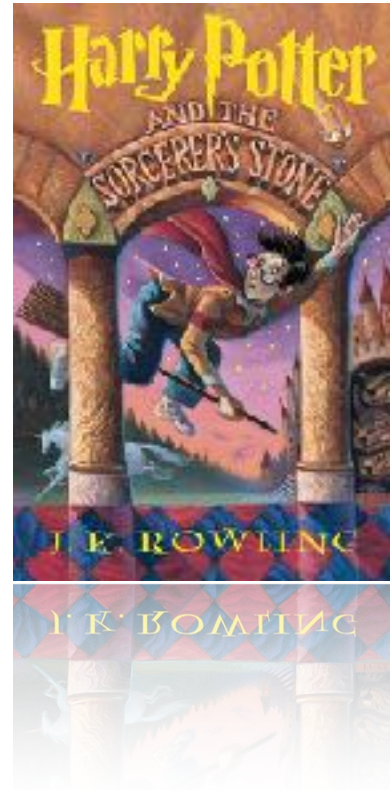
Is the URT the problem?



The BEST things in my life have started with rejection....



Famous Rejections...



J.K. Rowling was rejected by 12 different publishers



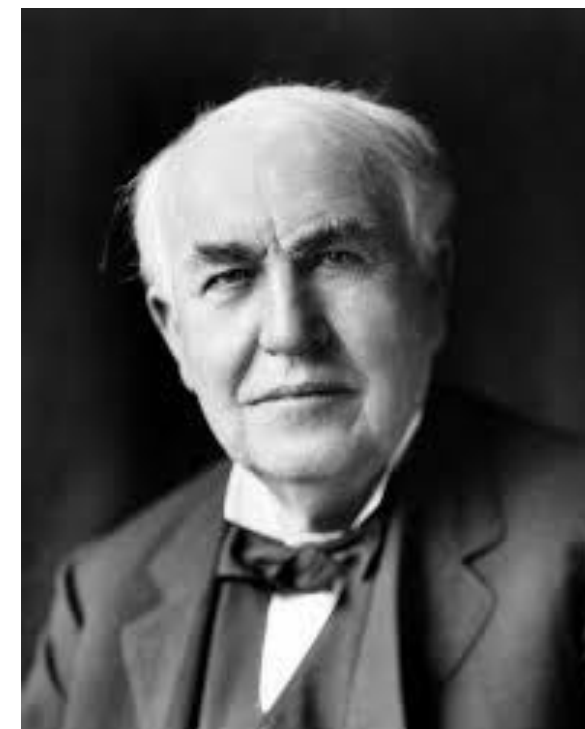
Steve Jobs fired from Apple (the company he founded)

Stephen Spielberg was rejected by University of Southern California School of Theater, Film and Television

USC School of Cinematic Arts

Lady Gaga was dropped from her record label after 3 months

Thomas Edison was fired by Western Union



Step 3:
Think People Places Patience





PEOPLE:

Find Your 5 people



PLACES:

Find Your 3
places

PATIENCE:

Give it a
couple
semesters



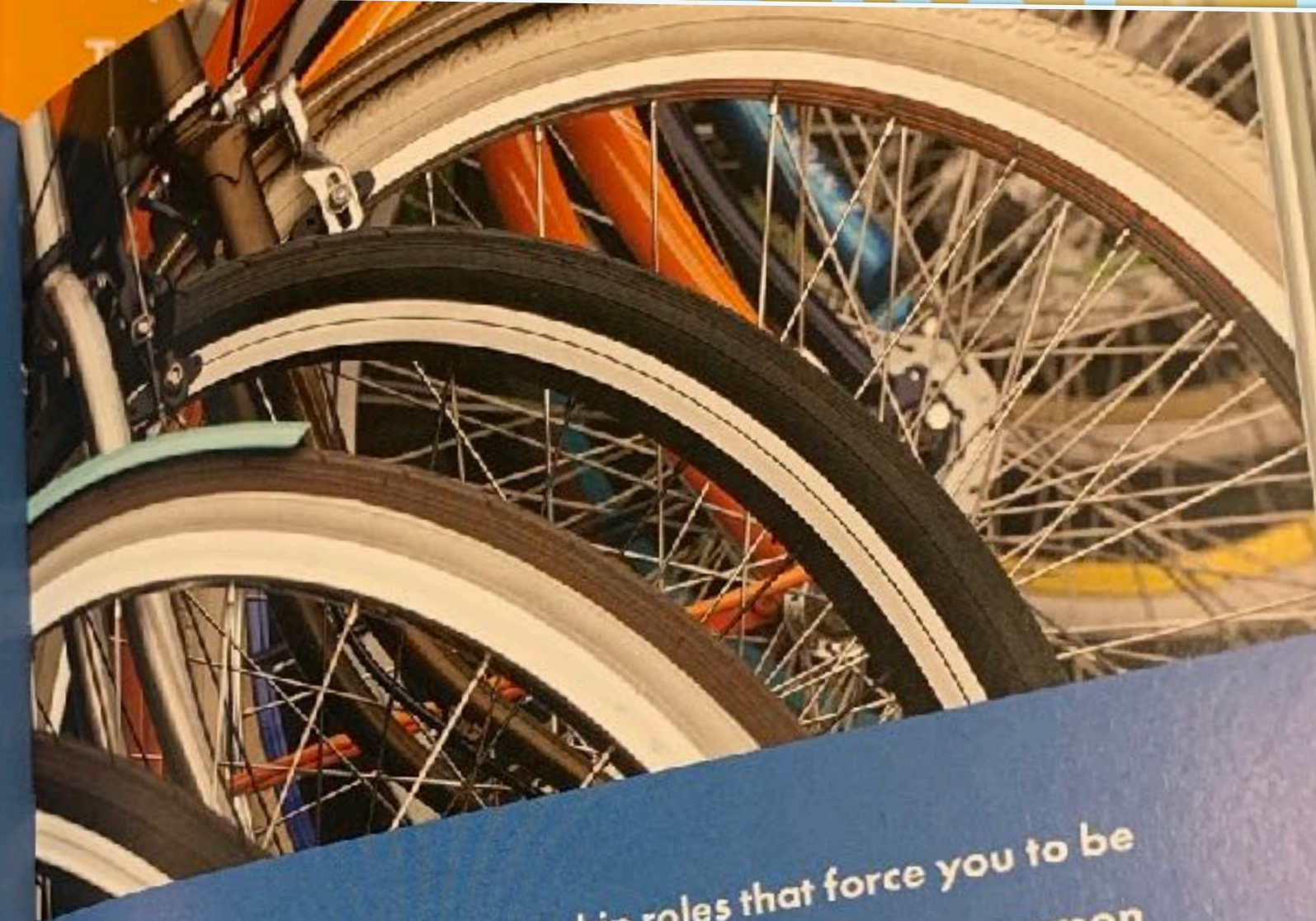
PLACES ARE WHERE YOU CAN...

▶ **PLAY:** Seek out experiences that fill you with joy and happiness. If you want to experience adventure, excitement, culture, arts, competition, hobbies, or anything that makes your light shine, find places where people play. And go. Be part of a group.

▶ **PRAY:** Find spiritual groups and organizations that are open, accessible, and safe places to meet people. I tell college students, "Find a spiritual group. You don't have to be into God. You'll just meet nice people and get free food." It will work for you too.

▶ **LIVE:** Make home a place where you will be surrounded by opportunities, experiences, and energy that inspires you. Get involved in community organizations and activities that will connect you with like-minded people.

▶ **LEARN:** Use learning as a way to build connection. Schools, institutions, professional groups, and places where learning takes place give you access to teachers, experts, mentors, and peers.



▶ **LEAD:** Take on leadership roles that force you to be in places around other people who share common interests. Surround yourself with people who lead, and let them mentor, help, and support you.

▶ **LOVE:** Do things you love in places with people who share the same interests. Interact, engage, and immerse yourself in things you love. Do it face-to-face and online. Surround yourself with people who share your passion.



PLACES ARE WHERE YOU CAN...

Think clubs, activities, or organizations where you can...

- * SWEAT
- * PRAY
- * LIVE
- * LEARN
- * LEAD
- * LOVE
- * WORK



WHERE TO FIND YOUR PEOPLE...

People Who Are Paid

I pay a therapist to listen to me. I talk. He listens. I vomit all the thoughts on him. He cleans up the mess. Find people who are professionally trained to help.

70

People Who Volunteer

These people want to help. It's rewarding for them. You are doing them a favor by allowing them to help you. Find mentors, coaches, teachers, friends, family, and people who have self-identified as volunteers. These people are safe. They are the opposite of rejection. They are welcoming. Allow them to help you.

Win or Learn

People Who Are Asked or Enlisted

These people can't help you until you let them know you need help. You will be surprised by their reactions. Find people who look like you. Find people from places like you. Find people who have been down the path you want to walk.

Truth about
Rejection into
ate **Success**

bestselling author
COHEN

The **Naked Truth** about
Turning Every Rejection into
Your **Ultimate Success**

New York Times bestselling author
HARLAN COHEN

The **Naked Truth** about
Turning Every Rejection into
Your **Ultimate Success**

New York Times bestselling author
HARLAN COHEN



Who are some of these people?

- Orientation leaders - peer mentor - professors - spiritual leaders
- residence life staff - counselors - coaches - captains - advisors
- student ambassadors - leaders of orgs - therapists - specialists
- students - professional staff, tutors - teaching assistants - grads
- high school mentors - friends - siblings

Source: U of Connecticut

ONE OF YOUR PEOPLE PROJECT | GEAR UP WASHINGTON



ABOUT GEAR UP: GEAR UP Washington's goal is to increase the number of students who are prepared to enter and succeed in postsecondary programs. These college conversations were coordinated by Mt. Vernon's GEAR UP program.

ABOUT THE PANELISTS: The panelists are students at Western Washington University in Bellingham, Washington. They are peer mentors who support GEAR UP Washington students.



Victor Gonzalez

Hometown: Tepic Nayarit (Mexico), but currently living in Mount Vernon Washington

High School: Mount Vernon High School class of 2014

College: Western Washington University

Year in School: Class of '21

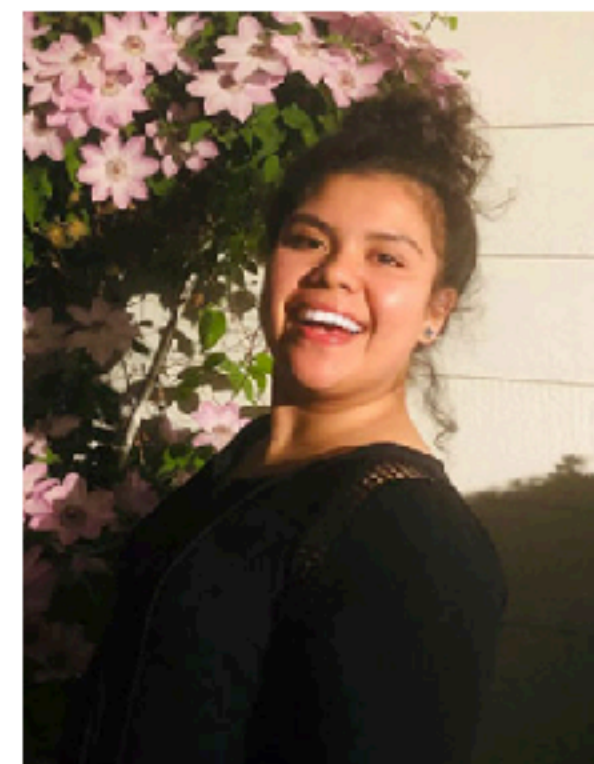
Major: Sociology and Social Studies (aspires to be a high school teacher in Mount Vernon)

Victor's Places: Blue group, North 2 Western, and Compass 2 Campus.

First Generation Student: Yes

Reach out to Victor on Instagram @thePhoto_G

Watch Victor's full College Conversation: [Watch here](#)



Beatriz Morales

Hometown: Brewster, Washington

High School: Pateros High School

College: Western Washington University

Year In School: Class of '21

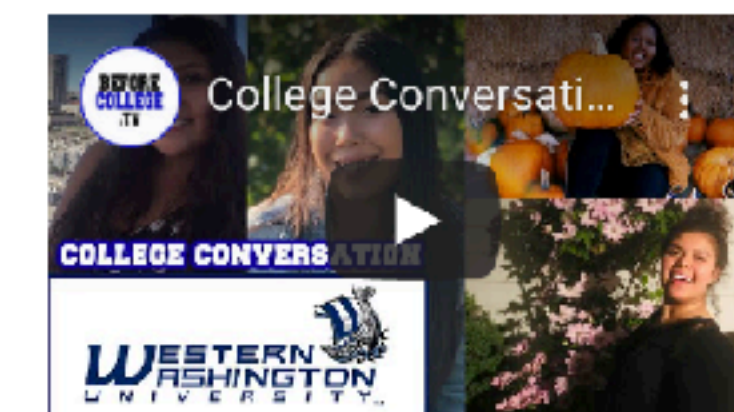
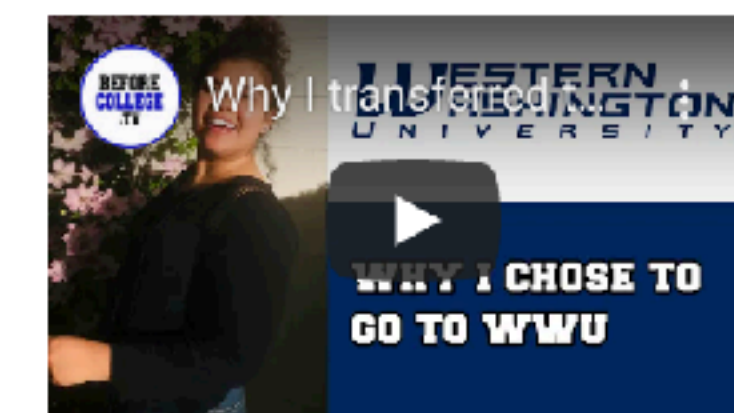
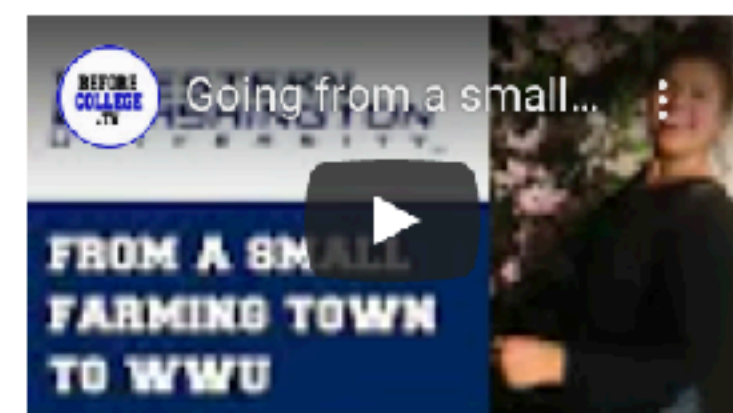
Major: Biology major with an emphasis in cell and molecular biology

Beatriz's Places: Compass 2 Campus, SACNAS, MEChA (Movimiento Estudiantil Chicano de Aztlan), and PWA club (Professional Womens Association)

First-Generation: Yes

Reach out to Beatriz by email: morabea14@gmail.com

Watch Beatriz's full College Conversation: [Watch Here](#)





CNBC EVENTS | NEWSLETTER | VIDEOS

OPINION - AT WORK

Nine in 10 workers who have a career mentor say they are happy in their jobs

PUBLISHED TUE, JUL 16 2019 12:00 PM EDT | UPDATED TUE, JUL 16 2019 3:12 PM EDT

Laura Wronski, senior research scientist, SurveyMonkey, and Jon Cohen, chief research officer, SurveyMonkey

SHARE f t in

KEY POINTS

- Mentorship has an outsize impact on a worker's career across several measures, according to the CNBC/SurveyMonkey Workplace Happiness Survey.
- Workers with a mentor are more likely than those without to say they're well paid and to believe that their contributions are valued by their colleagues.
- More than 4 in 10 workers who don't have a mentor say they've considered quitting their job in the past three months.

KEY POINTS

- Mentorship has an outsize impact on a worker's career across several measures, according to the CNBC/SurveyMonkey Workplace Happiness Survey.
- Workers with a mentor are more likely than those without to say they're well paid and to believe that their contributions are valued by their colleagues.
- More than 4 in 10 workers who don't have a mentor say they've considered quitting their job in the past three months.



About half of workers say they have a mentor at work, and those who do are

Returned to work: You can still collect unemployment benefits — and that extra \$600 a week

13 ways the coronavirus pandemic could forever change the way we work

Biden wants to end confusion over when unemployed workers can refuse a job offer

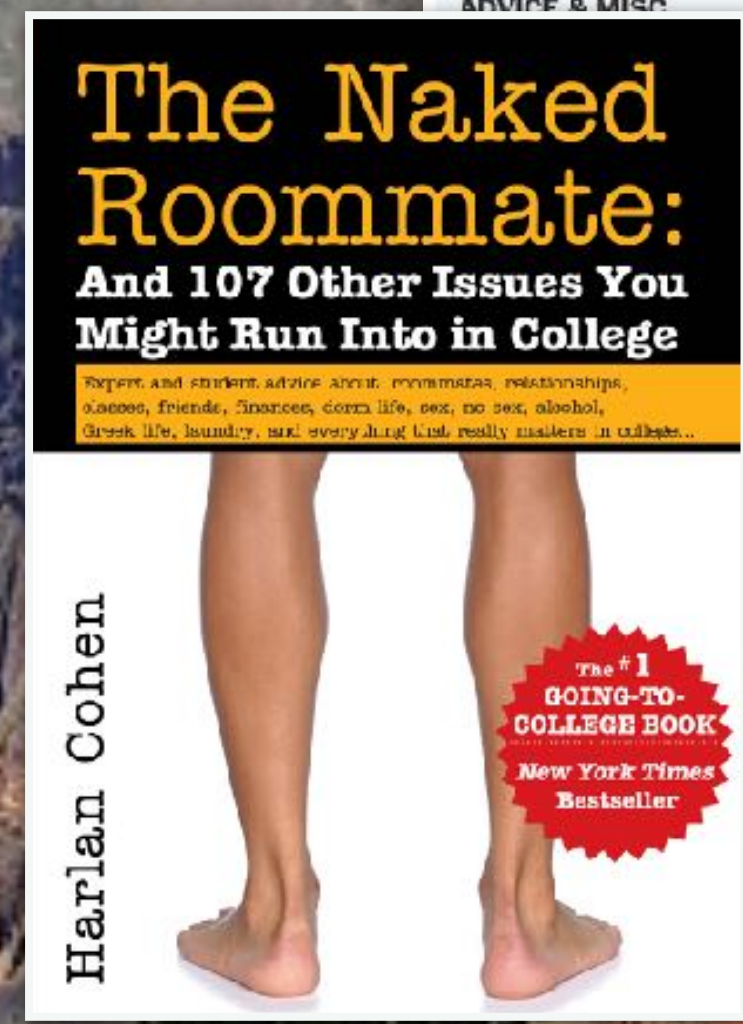
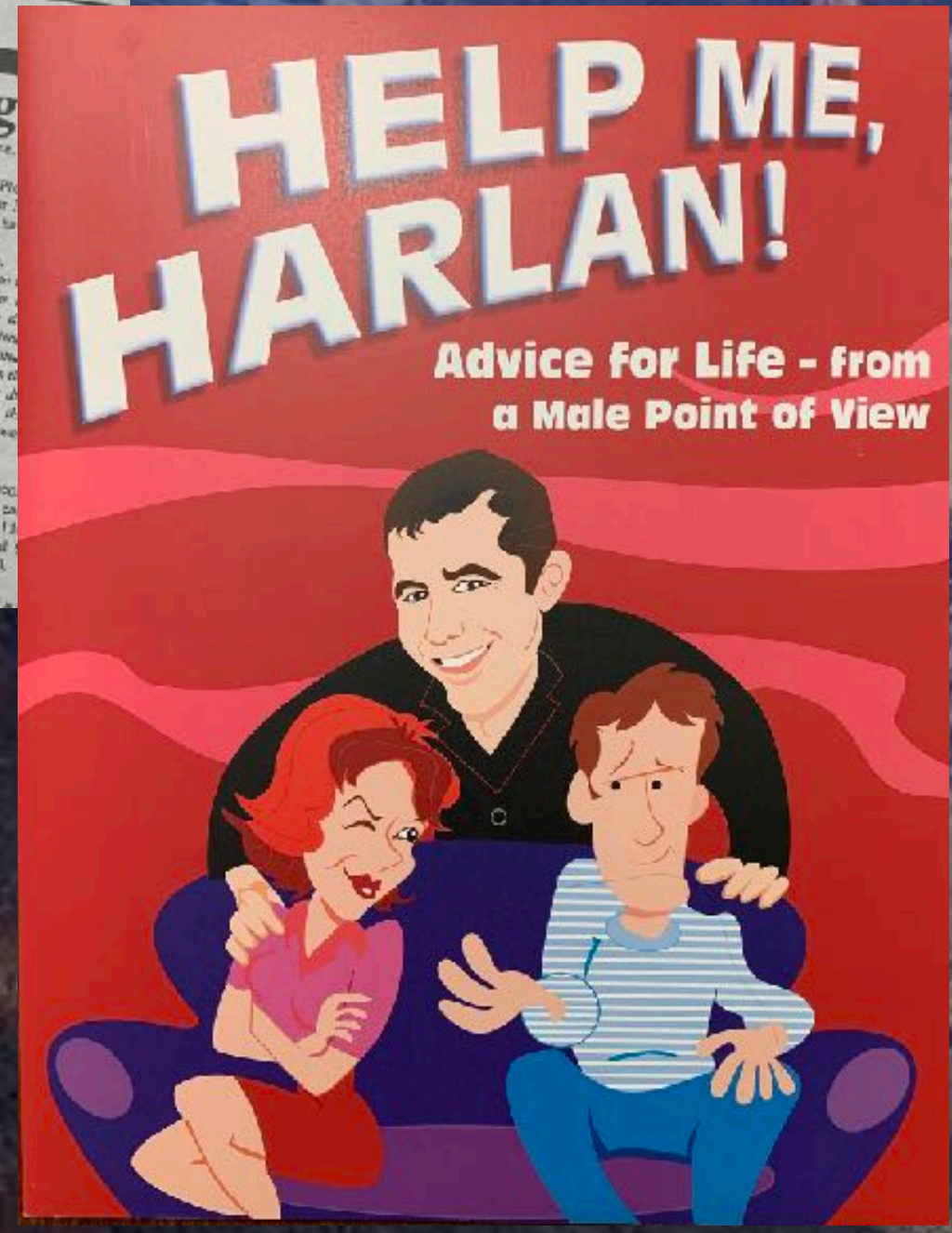
Patience

The ability to tolerate discomfort while finding your people and places on campus



Patience

The ability to tolerate discomfort while finding your people and places on campus



BEST SELLERS > EDUCATION

Best Sellers

June 2015 < May 2015 July 2015 >

| THIS MONTH | EDUCATION |
|------------|---|
| 1 | MISSOULA , by Jon Krakauer. (Doubleday.) The author of "Into the Wild" discusses cases of acquaintance rape in Missoula, Mont., home of the University of Montana. Sunday Book Review Buy |
| 2 | VERY GOOD LIVES , by J. K. Rowling. (Little, Brown.) J.K. Rowling's Harvard commencement address on embracing failure and imagination. Buy |
| 3 | BETWEEN YOU & ME , by Mary Norris. (Norton.) A memoir of a career in the New Yorker's storied copy department, along with grammar advice. Sunday Book Review Buy |
| 4 | HOW TO READ LITERATURE LIKE A PROFESSOR , by Thomas C. Foster. (Harper Perennial.) An introduction to the hidden truths of literature that decodes literary basics, including symbols, themes and context. Buy |
| 5 | THE NAKED ROOMMATE , by Harlan Cohen. (Sourcebooks.) A primer of issues one might typically expect to encounter during college dormitory life. Buy |

OVERVIEW

- PRINT & E-BOOKS**
Fiction
Nonfiction
- HARDCOVER**
Fiction
Nonfiction
- PAPERBACK**
Trade Fiction
Mass Market Fiction
Nonfiction
- E-BOOKS**
Fiction
Nonfiction
- ADVICE & MISCELLANEOUS**

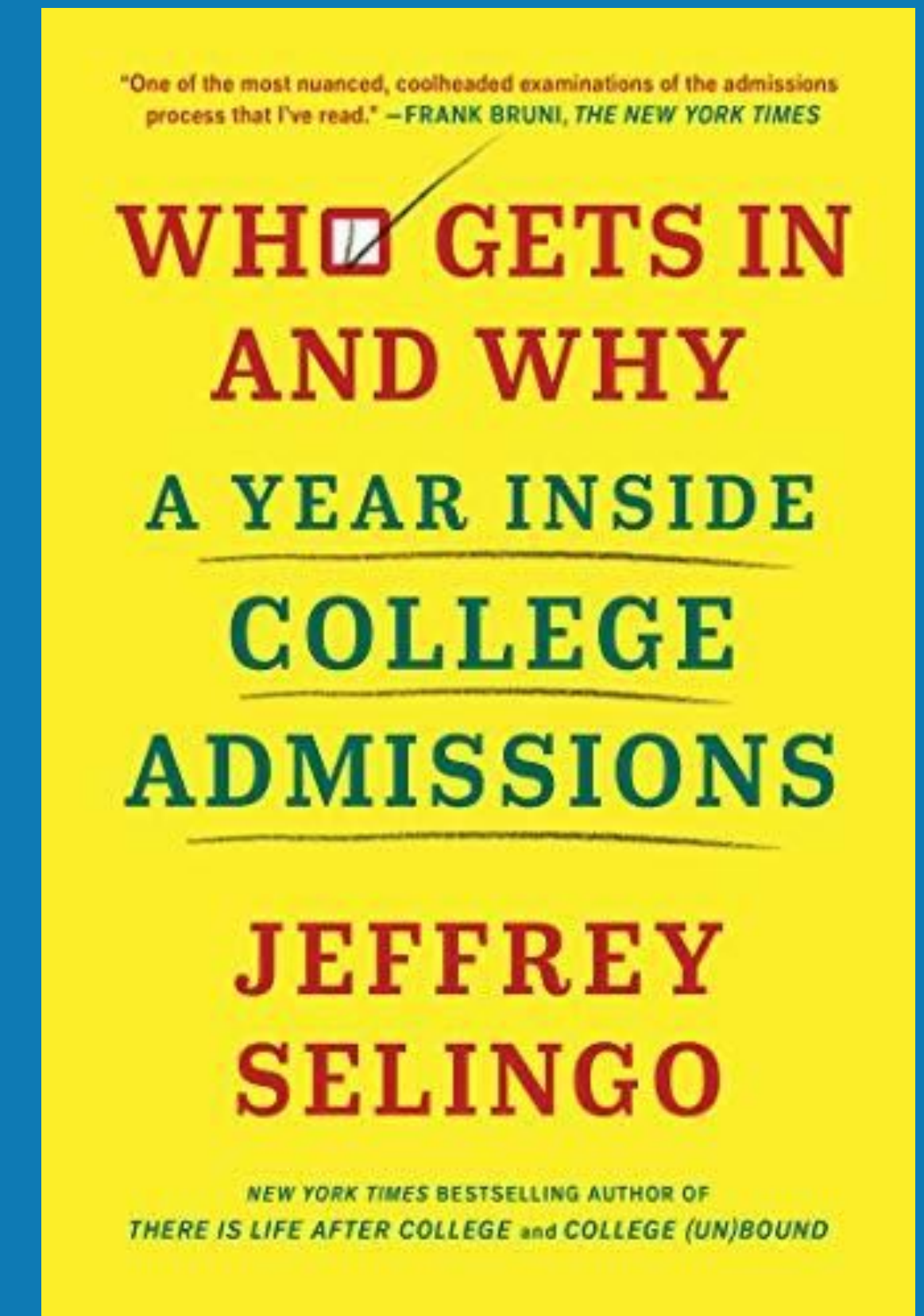
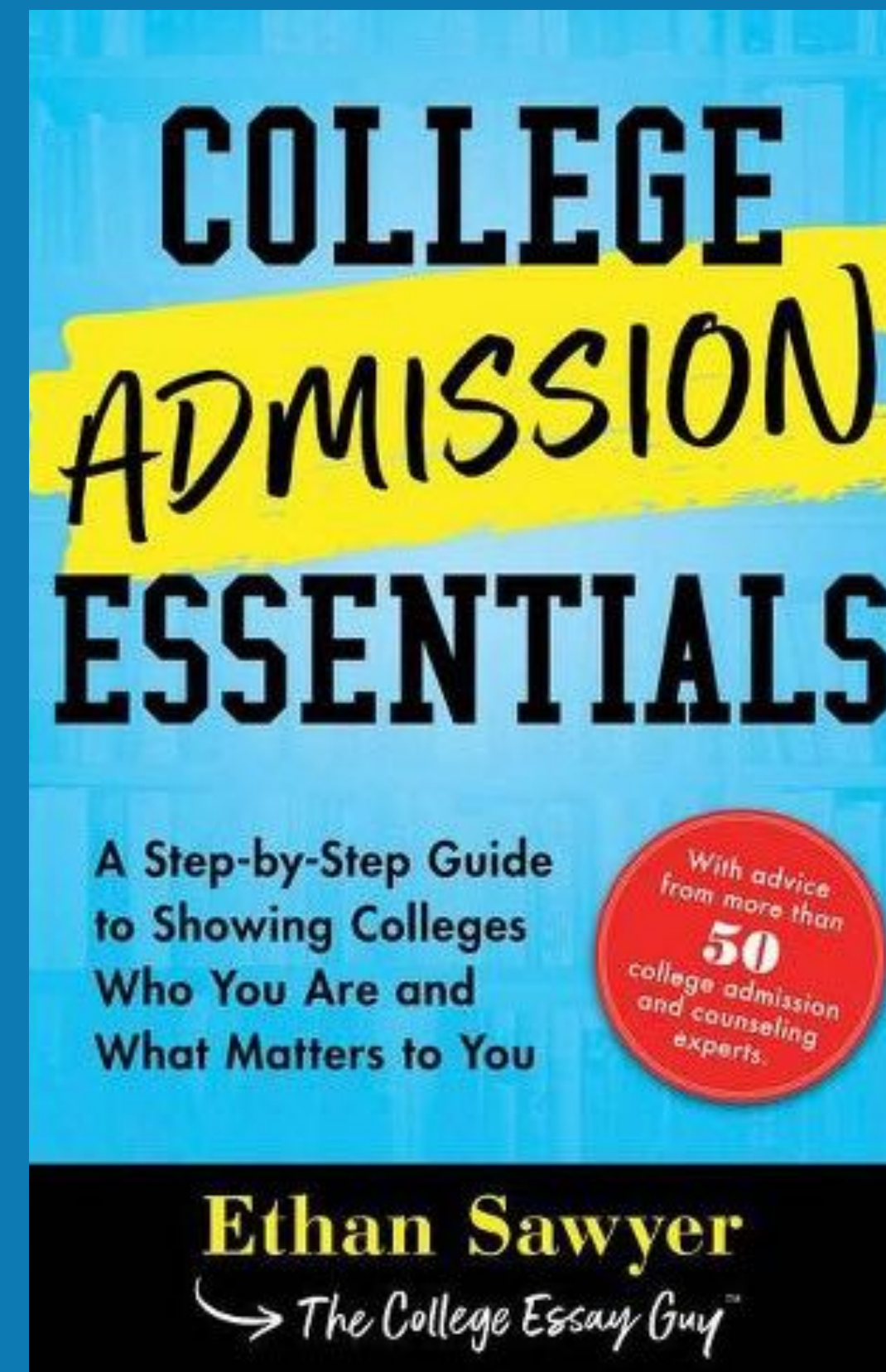
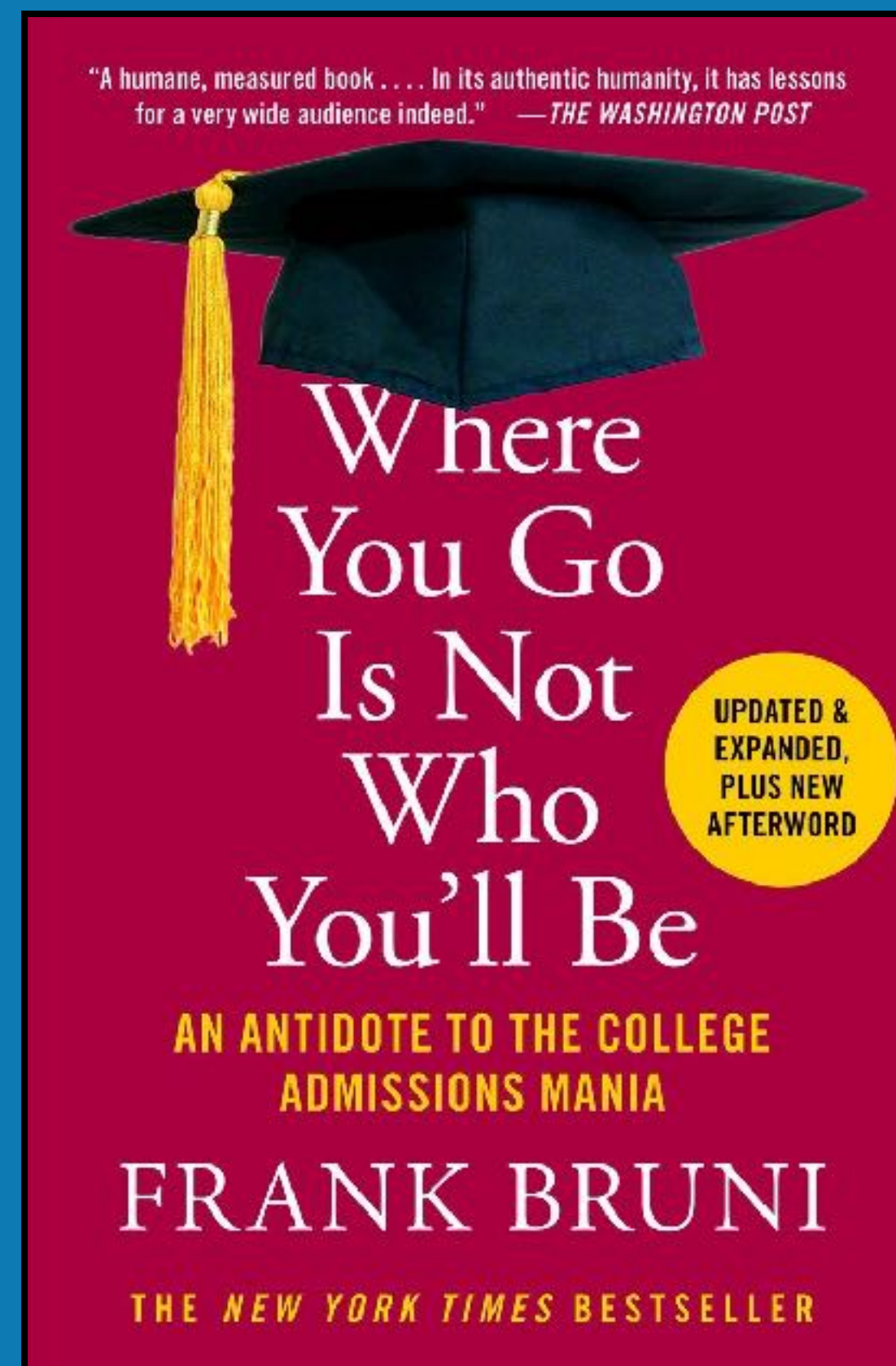
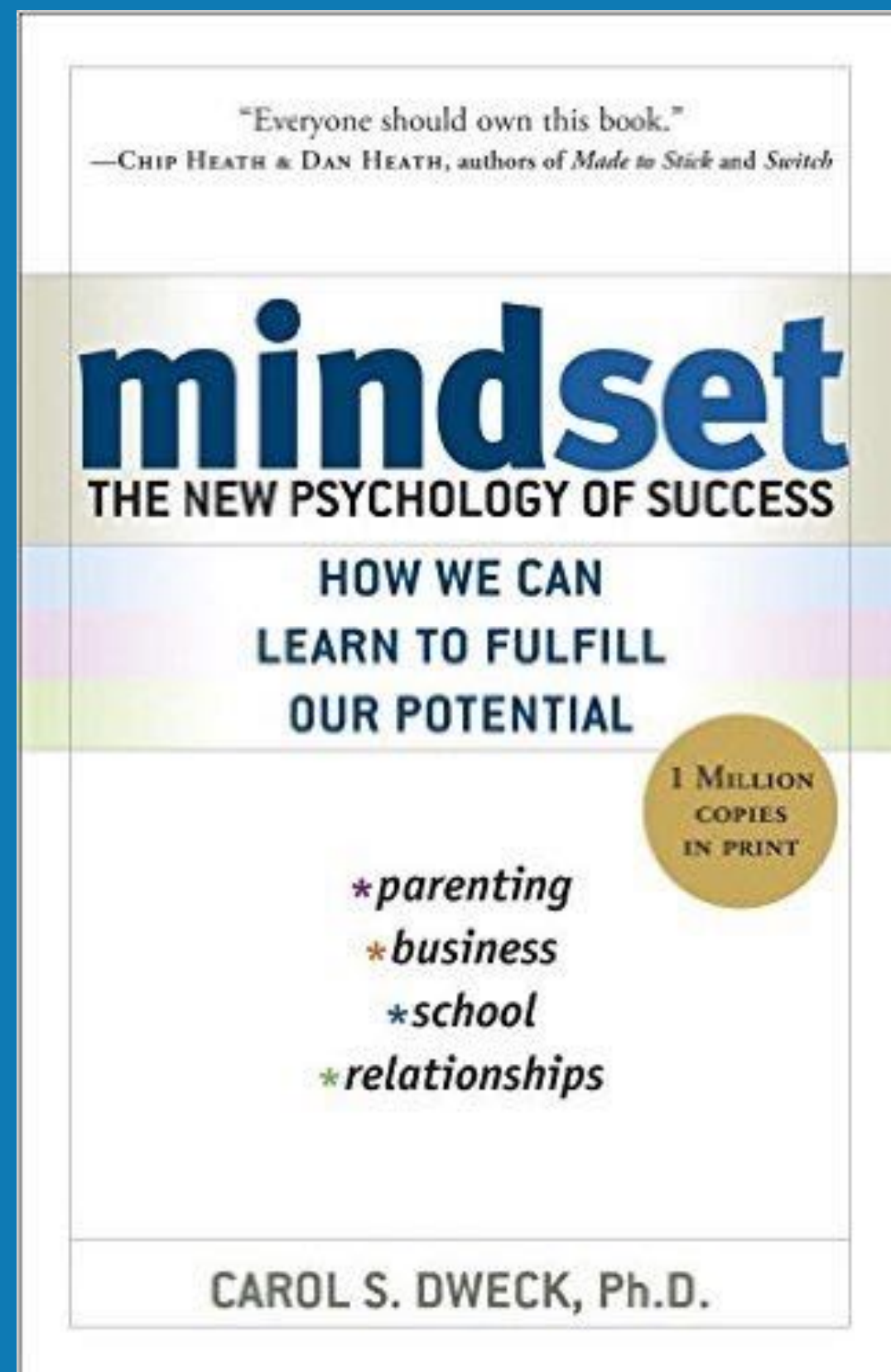
Apply the 24-Hour Rule

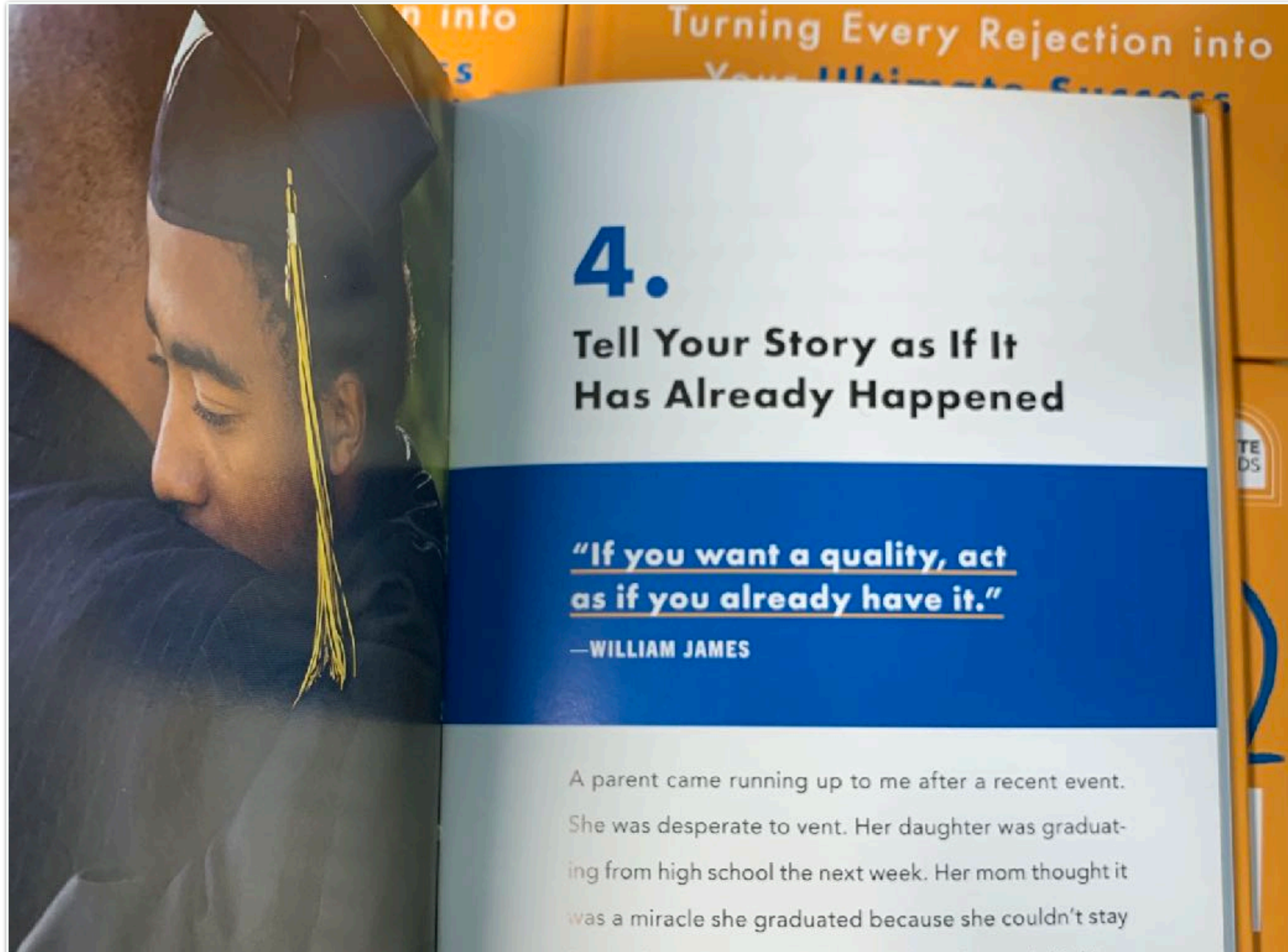
What is going to happen?



- ◆ **NOTHING** - The problem will still be there tomorrow.
- ◆ **SOLUTION** - You will solve the problem.
- ◆ **NEW PROBLEM(S)** - The old problem will no longer be a problem because new and exciting other problems will pop up.

When you get impatient...





STEP 4:
TELL YOUR STORY
AS IF IT'S ALREADY
HAPPENED...

Leapfrog all of the bad stuff





What's your story?

SOCIAL STORY

EMOTIONAL STORY

PHYSICAL STORY

FINANCIAL STORY

PROFESSIONAL STORY

Tell Your Story As If...

It's _____, 20__ and I had the most incredible year! I reached my goals and accomplished (Fill in Outcome). The most challenging part was (Fill In). I got through it by leaning on (Person #1), (Person #2), and (Person #3) for answers and support. I found people to help me find answers at (Place #1), (Place #2), and (Place #3). It took me (Fill in Time) to get where I wanted to go. I'm so grateful and proud of myself and my accomplishments.



Tell Your Story Of Your Week

It's _____ 20__ and I had an incredible week!

I'm so proud of myself because I accomplished _____.

The most challenging part was _____.

The following people helped me: _____.

I found answers in the following places: _____.

It took me (fill in time) to reach my goal. I'm so grateful and proud of myself and my accomplishments.



Tell Your Story as If It Has Already Happened

Fill in the Blank:

It's _____ (fill in the date). I reached my goal and accomplished _____ (fill in the blank). The most uncomfortable part of taking my risk was _____ (fill in the blank). I was able to find answers and overcome obstacles by leaning on the following three people:

_____ (Person 1),

_____ (Person 2), and

_____ (Person 3).

I was able to find connection, community, and answers in the following three places:

_____ (Place 1),

_____ (Place 2), and

_____ (Place 3).

It took me _____ (fill in amount of time) to get here. I'm so proud of myself and my accomplishments.

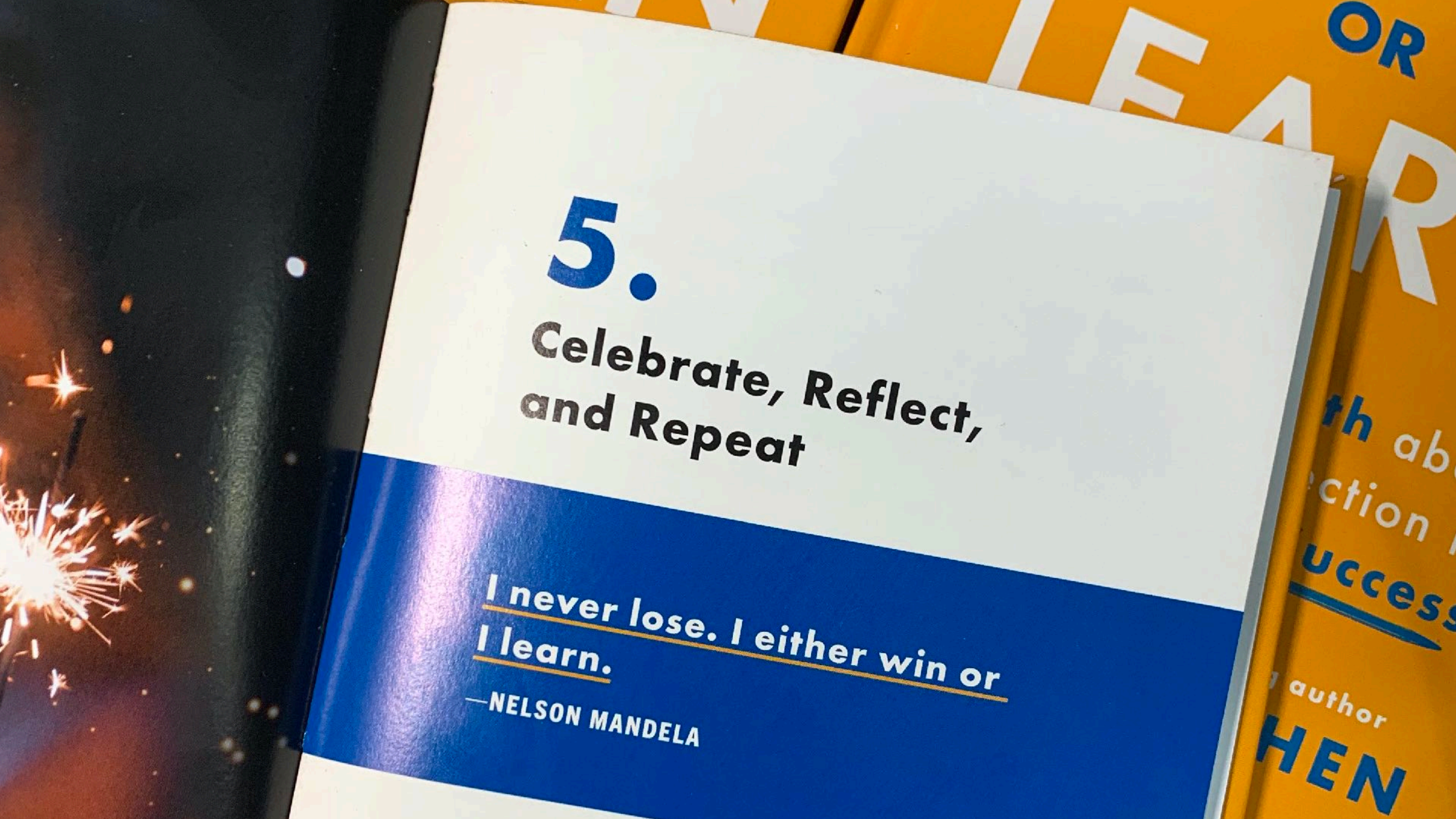
- ▶ **Students tell their college stories**
- ▶ **Students tell their application stories**
- ▶ **Parents tell their stories**
- ▶ **Tell your personal story**
- ▶ **Tell your professional story**



5.
**Celebrate, Reflect,
and Repeat**

I never lose. I either win or
I learn.

—NELSON MANDELA





CELEBRATE

**You took THE RISK. Now you can
process the information. No matter
what you will be OK**

REFLECT



Did you get what you want?

If yes, why? If no, why?

Can you change the outcome?


REPEAT

A close-up, side-profile shot of a person's head and shoulders in a shower. The person's hair is dark and wet, with white, bubbly shampoo foam applied to the top and back of the head. The background is a white shower curtain or wall, slightly out of focus. A bright yellow rectangular box is overlaid on the left side of the image, containing the word 'REPEAT' in large white letters and a paragraph of text in black letters.

Take the same risk or take a different risk applying what you have learned.

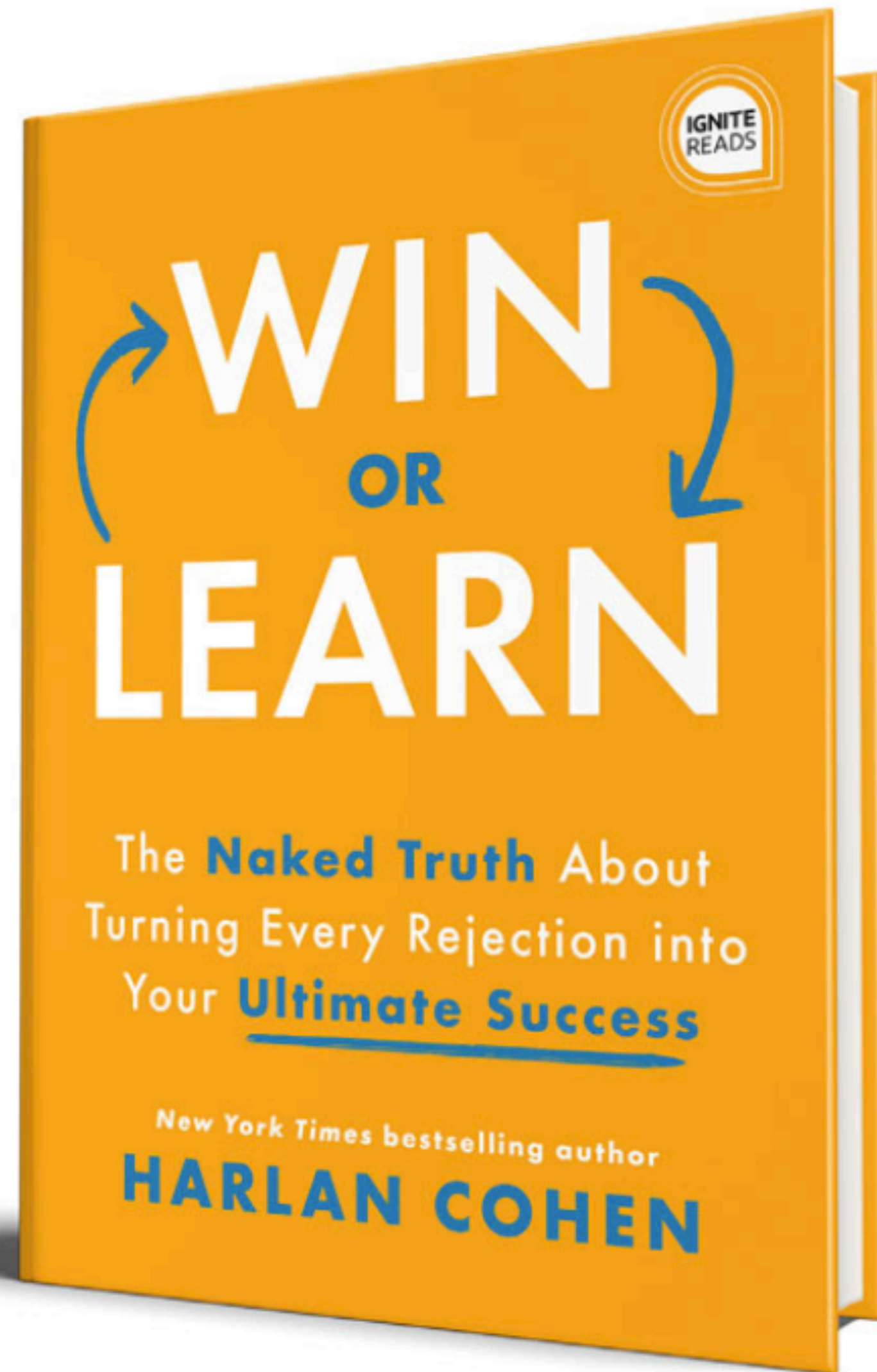
Win or Learn Framework

- What Do You Want?
- What Makes you Uncomfortable?
- People, Places, and Patience
- Tell Your Story As If
- Celebrate, Reflect, and Repeat



**I never lose.
I either win or I learn.**
- Nelson Mandela

"It always seems impossible until it's done."
- Nelson Mandela



WIN OR LEARN

25-Day Risk-Taking Experiment

Join NY Times bestselling author Harlan Cohen for a 25-Day Life-Changing Experience (no cost).

Each day, Harlan will guide you through the WIN OR LEARN process. During this five-week experiment you will define what you want, overcome obstacles, build a support system, tell your story, and guarantee success no matter the results!

SIGN UP ANYTIME!

SIGN UP NOW

www.HarlanCohen.com/win-or-learn-experiment

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Nicholas Caprio

therealcassb
cassidy

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Asher

kel.brahmbhatt
kel

Discover

nba # livelaughlove

selfimprovement

🎵 Then Leave (feat. Queendom Come) - Beat...

🎵 Hood Baby - Kbfr

🎵 Dream Girl - Ir Sais 🔍 lifting challenge

🔍 amazing funny videos youtube

imobsessed # fitnesstiktok



helpmeharlan

Harlan Cohen

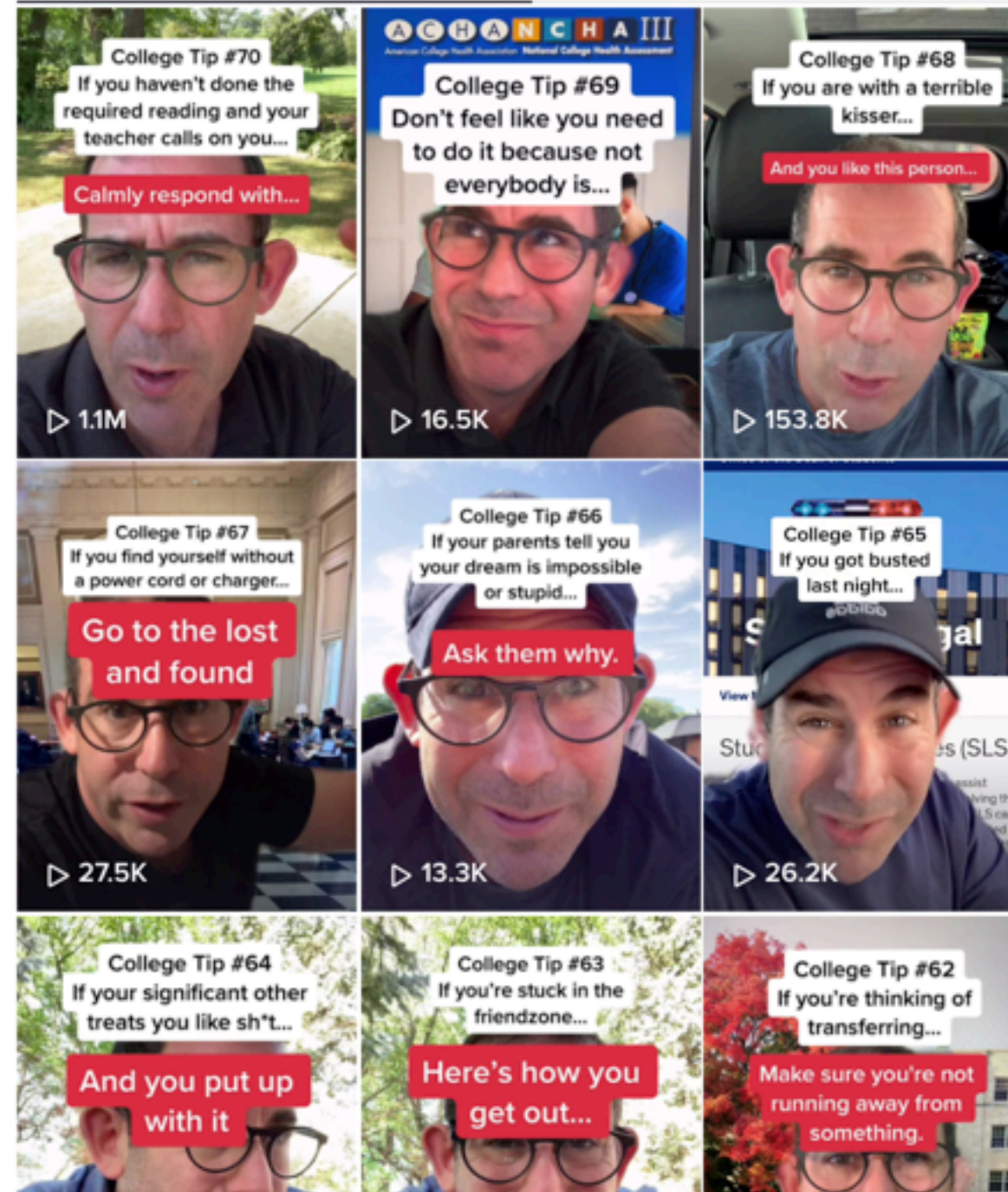
432 Following 268.1K Followers 7.1M Likes

Author #1 College Book NAKED ROOMMATE. New book WIN or LEARN. I answer questions

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5 Big Questions With Denise Pope: The Surprising Truth About College Success

FACT:
WHERE YOU TO GO TO COLLEGE IS NOT AS IMPORTANT AS YOU THINK

5 BIG BEFORE COLLEGE .TV **QUESTIONS**

HOSTED BY HARLAN COHEN

DR. DENISE POPE
SENIOR LECTURER AT STANFORD UNIVERSITY
CO-FOUNDER OF CHALLENGE SUCCESS

Watch on YouTube

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BEST FIRST YEAR in college

Harlan's Home The Naked Roommate Spooking About Login

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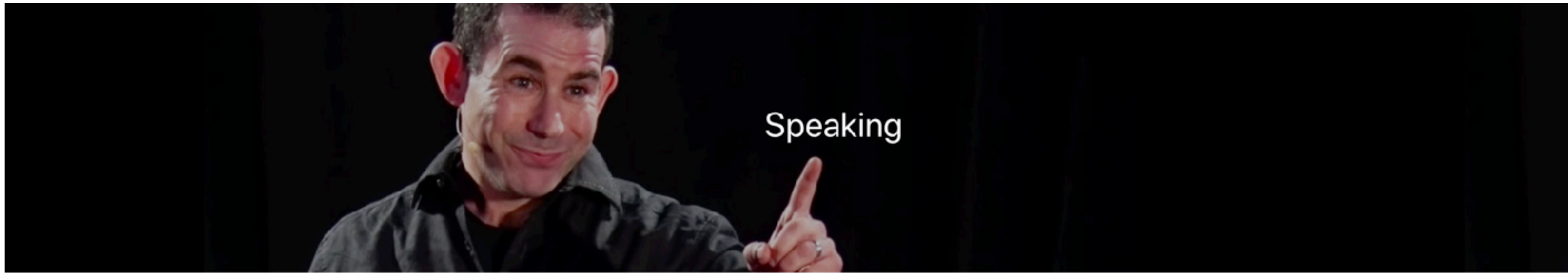
Based on the New York Times #1 Bestselling Book on College Life

AS SEEN ON TV AND IN PRINT CNN The New York Times USA TODAY

Getting into college is **NOT** the hardest part. It's navigating all the changes ahead...

WHAT I WISH SOMEONE HAD TOLD ME ABOUT COLLEGE

www.BestFirstYear.com



Speaking

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SELECT YOUR AUDIENCE

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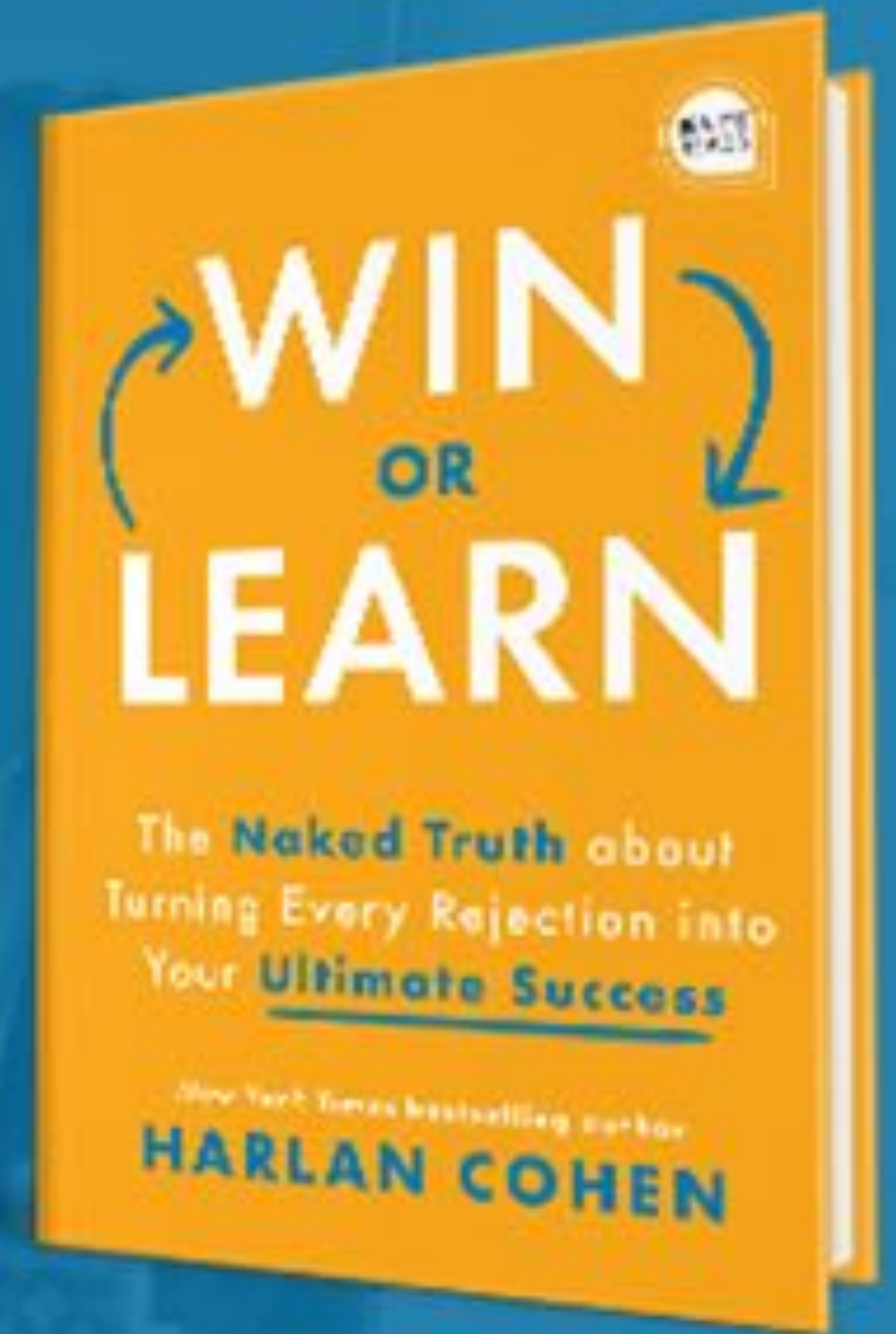
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@HarlanCohen

Fight for Your Goals Without Fear of Rejection

NACAC Sourcebooks Event

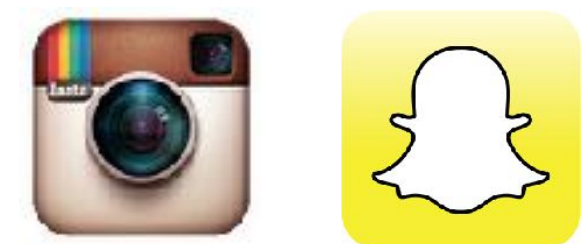


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