



## Words About NO And Winning

The great baseball pro, Cy Young, holds the all-time record for winning the most games—511 wins—during his career.

He pitched in 906 games, completed 751 of them and once pitched 23 consecutive hitless innings.

He also held the record for having lost more games than any other big league pitcher,... 315.

The moral? Just keep on pitching!

You're going to hear "no" many times as you make presentations before your prospects. But if you keep on "pitching", you're going to hear "yes" many times during your career. So, Do It -- keep on pitching!

*Jimmy Smith*