



Nathan Tabor

Don't Let NO Stop You!

Speaker | Author | Trainer | Consultant | Facilitator

Too many people let NO stop them. They either never even try because the no in their mind keeps them from even trying or they are told no on the first ask and they quit. The fear of failure literally rules them which keeps them from achieving their goals.

In 2007 the first five banks told me no when I tried to secure a loan to flip apartments. It was hard to take that rejection. However, the 6th bank I asked said yes which led to a \$223,000 profit in just 8 months! That led to over \$52 million in real estate deals since 2007.

Don't take no for an answer. Dig in, ask questions, do research and if necessary adjust your pitch, your model or your plan but don't give up on your passion.

Get Ready to Change the Way You Work & Live!

"Nathan Tabor is *well spoken* and *highly knowledgeable*. He has the ability to *motivate you* into personal action with simple truths."

--Brian Bonds, Past President, SC Society of Professional Land Surveyors

"I *highly recommend* Nathan Tabor for anyone wanting to *reach the next level!*"

--Melissa Garrett, American Express Director, Learning Performance Measurement

Nathan has been recognized by the following groups for his business success:



About Nathan Tabor

Nathan has founded, developed and sold 25 businesses since 1999 that have grossed over \$150 million in sales: commercial real estate acquisition and redevelopment, automobile sales, nutraceuticals, web-based marketing and design, and strategic partnership facilitation. Nathan has:

- Facilitated deals valued at over \$200 million
- Delivered over 250 speeches and workshop trainings
- Sold his personal blog to a publicly traded company
- Founded and chaired the Digital Media Summit
- Delivered over 1 billion client emails and built over 200 websites
- Bought, renovated and sold 26 apartment complexes
- Been married for 13 years and has one daughter



How does one overcome a NO? There are Five Proven Steps:

First, don't take it personally. It's business. The answer might be a literal no or it might be a "I don't know" for the moment.

Second, take a deep breath. In a rationale tone ask questions and seek to understand why you were told no.

Third, adjust the ask, make it better and fill in the gaps. If this isn't an option then seek other opportunities or avenues.

Fourth, be determined to reach your goals. Be patient, work hard, develop a written plan and implement it.

Fifth, develop your leadership skills. Focus on being a servant leader and help others reach their goals.

Seminars

Workshops

Keynote Speeches

CEU credit training

Corporate Training

Social Media Training

Breakout Sessions

Retreats

Partial Client List

Jabra®



eDiets.com®

LIBERTY
UNIVERSITY



LEADERSHIP
INSTITUTE



"Certified Coach, Trainer,
Speaker, Teacher with
the John Maxwell Team"