

"Nope."



"We're **not accepting** any applications."



"Your inferior submission wasn't quite adequate."



"We tried that idea and it **exploded**."

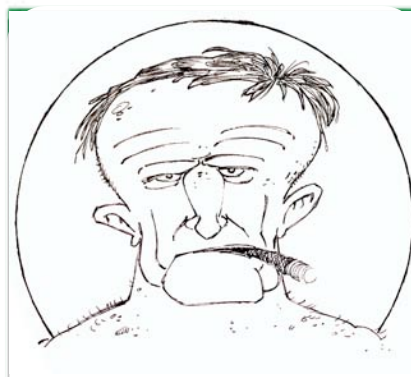
# Getting to **YES**



"Um, I think I'll be **cleaning out my closet** that night."



"It **won't work**, ever."



"I **don't think so**, pal."



"Get that **whatever you call it** out of here!"

## To get to YES, you have to go through a lot of NO's !



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**"NEXT!"**



**"How did you get in?"**



**"Nein!"**



**"Certainly not."**

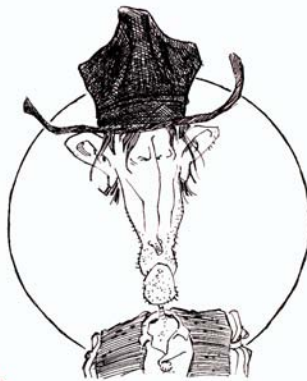
# Getting to **YES**



**"No! Forget it! Scram!"**



**"No damn way."**



**"Go home."**



**"We're extremely busy  
and not interested."**

**To get to YES, you have to go through a lot of NO's !**



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