

My experience with this challenge was honestly underwhelming.

I was overthinking it so much and got so worried. I procrastinated for an entire day and ended up pushing it off until today (Sunday the 11th)

Then I mustered the courage and with a shaky voice asked a small cafe if they needed marketing. They said they already had a professional doing it for them, so it was a no.

I left with mixed feelings. I was embarrassed but at the same time, I realized how stupid it was to get nervous over a simple 5 min talk.

Every other business was closed until later in the day (it was 8 am) so I went home for a couple of hours.

When I went back into town I walked into a card shop (selling Pokemon/basketball cards). I was super nervous the entire 10-minute drive there but most of that left me when I entered. I offered marketing to the owner and he opened his phone and contemplated for a minute, then said they were all set.

This one confused me because they had no website, no social media, and they *weren't even on Google Maps*. So I think business owners/people have a misconception of what marketing is. Either that or they didn't trust me.

After the card shop, I walked a few buildings down to a bookstore with an older man who instantly said no but then took a minute to think if he knew anyone.

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After I was done I drove home and wasn't nervous anymore. My heart wasn't beating fast, I didn't feel anxious. I just felt calm.

When Dylan released the "Local Biz Outreach Course" I had watched it the day it came out. I had come up with a load of excuses and reasons not to take immediate action and walk into a business.

This challenge made me label this as what it was. I was just being a coward. And then the challenge helped me overcome my irrational fear of talking to a business.

The reason I say this experience was underwhelming is because I've been scared of talking to a local business for a while now, been putting it off and that fear just kept building and building to the point where I was absolutely terrified of it.

This challenge has made me start looking at my other fears, such as saying "no" to people, going door-to-door, talking to women, and realizing how silly they are.

I build these fears up as something SUPER BIG in my head, but they are underwhelmingly basic and irrational. Something that takes 10 min to overcome and POOF! They're gone.

Thank you Professor Andrew for hosting this challenge. It has truly equipped me with unstoppable tactics and the confidence to use them!