Here's an important point. Nothing works the first time. When you try something new, it probably won't work.

我要说的重点就是，没有什么事情第一次就能成功。当你尝试新事物的时候，很有可能它不会起作用。  
When you try something new several times, it probably won't work. And the turning point in my life came when I would hear good ideas, and I was so eager to be successful in selling, I would run out and try the ideas and they wouldn't work.

当你尝试新事物好几遍之后，有可能它还是不起作用。我的人生转折点就是，我听见一些好点子，我很渴望在销售工作中取得成功，我会尝试使用这些点子，但是它们没有起作用。  
I try a way of getting an appointment or answering objection or closing a sale. It wouldn't work. And my natural response. Ah. And I think just to be disappointed. And then I realized nothing works at least the first few times.

我尝试去和客户预约见面，尝试回应别人的反对，尝试和顾客达成交易，但是我的方法没起作用。我本能的反应就是，啊，怎么会这样。我觉得这很令人沮丧。就在这时，我意识到，没有什么事情是做几次就能成功的。  
So, I decided I would try a new idea five or ten times before I pass judgment on it. I would not just try it once and quit like most people do. And that changed my whole life.

所以，我决定，对于新的想法，我要尝试五次，十次，然后才下结论。我不会像很多人一样试了第一次就放弃。这改变了我的人生。  
It was a turning point in my life, because I realized, from then on, if you've got a good idea, and you've got a good goal, and you want to double your income and improve the quality of your life, and you have to try new things in order to get new results, it's not going to work the first time.

这是我的人生转折点。因为，从那时起，我意识到，如果你有一个好的思路，你有一个很棒的目标，你想让收入翻倍，你想提高生活的品质，你就要尝试新事物，这样才能得到新的成果，而第一次尝试是不会成功的。  
So, say, well that didn't work, try something else, and try something else, and try something else.

所以，对自己说，好吧，这没起作用，那就试一试别的，再试一试别的，继续试一试别的。  
Now if you try, only two things can happen. What are they? Succeed or fail. If you succeed, you do more of it. If you fail, you learn from it, get smarter and try it again. So, you cannot lose by taking action. You can only lose by not taking action.

如果你去尝试，只有两种结果。它们分别是什么？成功，或者失败。如果你成功了，你就继续努力。如果你失败了，你就从中学习经验，变得更聪明，然后再试一遍。所以，尝试，不会让你失败。不去行动，才会让你失败。