

Read and listen.

Yes Man

Have you ever thought 'I wish I hadn't said "no!" ' when the opportunity to do something great has gone? The message in Danny Wallace's best-selling book *Yes Man* is that life would probably be much more exciting if you changed your attitude. And all it takes to do that is one little word.



When his girlfriend left him, Danny Wallace avoided going out and developed a close relationship with his sofa and remote control. When people invited Danny out, he always found a good excuse to refuse their invitation. He sent 'happy birthday' emails instead of going to parties, and texted or phoned people instead of visiting them.

It was only when a mystery man said three magic words that Danny's whole world started to change. The stranger, who Danny met on a bus, had a simple philosophy. In his opinion, the most pessimistic people reacted to problems by thinking 'If only this hadn't happened to me' instead of trying to do something about it. They also always said 'no', so they missed a lot of opportunities in life.

His advice to Danny was very simple: 'Just say "yes!" ' The man's philosophy interested Danny so he decided to try an experiment – when people asked him to do something, he would try to react less anxiously and say 'yes'.



So the next time that a friend invited him to play football, Danny said 'yes'. On the way, he saw someone begging for money. The beggar asked for a pound. Danny said 'yes', but he needed change, so he went to the newsagent, bought a newspaper and gave the man a pound. When a scratchcard fell out of the paper, Danny decided to play, and won.



The prize was £25,000. 'Yes' had suddenly made Danny a richer man. If he hadn't said 'yes' to his friend, he wouldn't have gone out. If he'd stayed in, he wouldn't have met the beggar, and if he'd said 'no' to the beggar, he wouldn't have bought the newspaper or done the scratchcard.

Unfortunately, he lost the £25,000 five minutes later, but that's another story. Being optimistic and generous had made a difference.

It was the beginning of Danny's adventures. In the next few months, he continued to say 'yes'. As a result, he became a minister and an inventor, met Buddhist monks and the world's only hypnotic dog. He also found true love.

Would any of this have happened to him if he had stayed on his sofa? The message of Danny's book is quite simple. If you say 'yes' more often, your life will change in surprising ways!