



### “Bitter-Sweet”

Short True story by Michael K. Primavera

Rejection is bitter; you will recognize it, even with your first taste. On the other hand chocolate is sweet and buying it to sponsor a worthy cause makes it even sweeter. Having it solicited by charming little children makes it almost irresistible.

Flocks of us would hit the streets with our goodies in hand and our mission in mind. We would go door to door seeking out school revenue. In a pressed uniform and tie I would knock on the prospect’s door.

Most folks would answer and warmly welcome me. “Closing” was easy; the chocolates were great and so was the economy. I remember one closing that wasn’t easy, though. It introduced me to an occupational hazard that all sales reps face, namely rejection.

I had faithfully pounded the pavement all morning. One more sale would make my quota. With a second wind, I proceeded to a nearby door. When I knocked, there was no answer but I could here someone inside. So, I knocked again louder. That was a mistake!

An angry, hostile woman briskly opened the door. I greeted her by saying, “I’m sorry if I bothered you but...” She abruptly interrupted with her own closing and barked, “That’s alright” and then slammed the door in my face!

Indeed, I had sampled my first taste of rejection and found it to be quite bitter. I decided to make it better by washing it down with something sweet. I made that last sale and ate it on the way home.