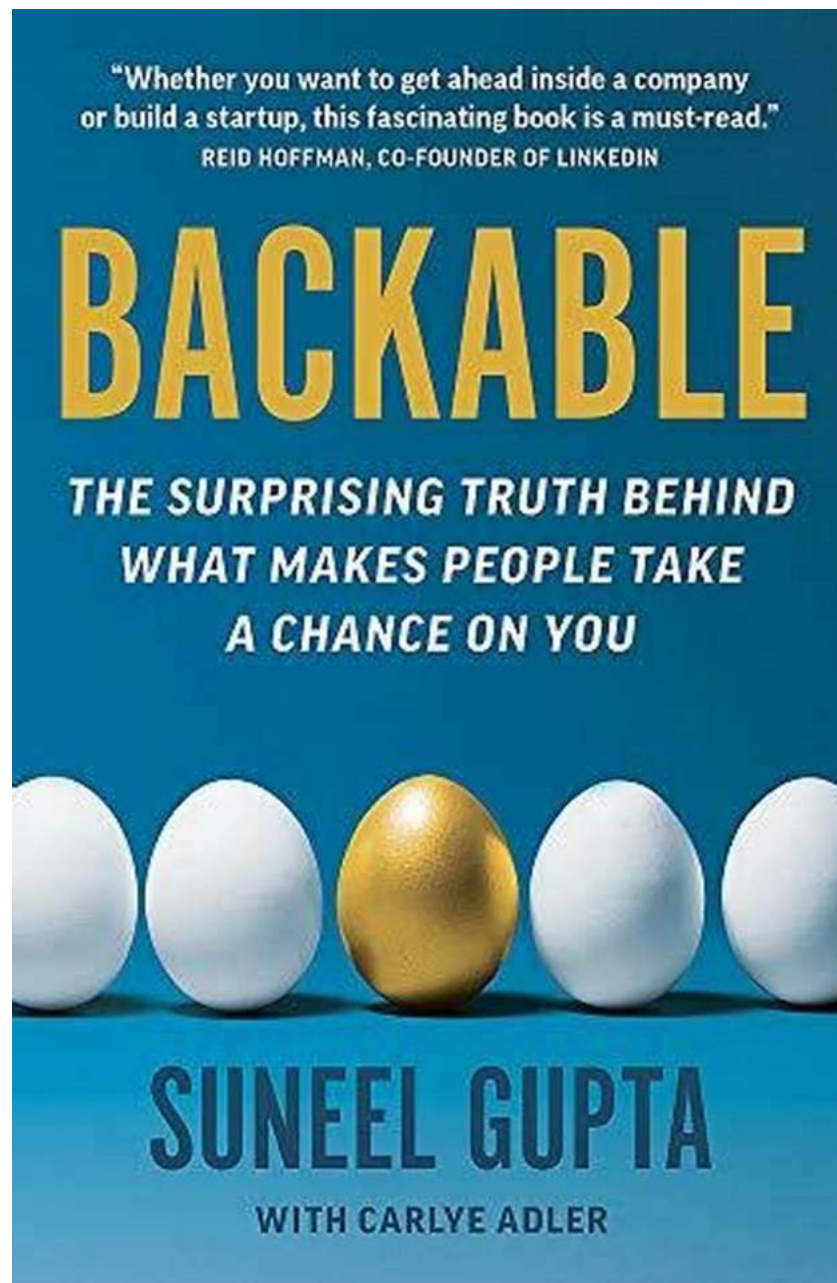


The Surprising Truth Behind What Makes People Take a Chance on You

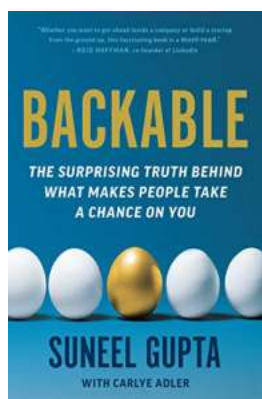


Have you ever wondered why some people seem to have all the opportunities come their way? What makes them stand out from the crowd, effortlessly attracting support, resources, and new experiences? The truth is, it's not just luck.

It's a combination of various factors that contribute to their ability to persuade others to take a chance on them.

The Power of Confidence

Confidence is the key ingredient that sets those who take chances apart from those who don't. When you exude self-assurance, people naturally gravitate towards you. They believe in your abilities, making it easier for them to take a leap of faith and invest in your potential. Cultivating confidence involves embracing your strengths, acknowledging your accomplishments, and projecting a positive self-image.



Backable: The Surprising Truth Behind What Makes People Take a Chance on You

by Suneel Gupta (Kindle Edition)

★★★★☆ 4.6 out of 5

Language	: English
File size	: 569 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
X-Ray	: Enabled
Word Wise	: Enabled
Print length	: 290 pages



The Art of Effective Communication

If you want people to take a chance on you, you need to be able to effectively communicate your ideas, aspirations, and goals. Learning how to articulate your vision clearly and concisely is crucial in gaining support from others.

Demonstrating strong communication skills shows that you are capable of

expressing your thoughts in a persuasive manner, making it more likely for people to take a risk on you.

Building Trust and Reliability

Trust is the foundation upon which taking chances is built. To inspire others to invest in you, you must first demonstrate trustworthiness and reliability.

Consistently delivering on your promises, being accountable for your actions, and building strong relationships based on integrity are essential in gaining the confidence of others. When people believe in your character, they are more inclined to take a chance on you.

The Power of Networking

Networking plays a significant role in creating opportunities for yourself. By expanding your network and connecting with influential individuals, you increase your chances of having others take a chance on you. Engaging in professional communities, attending conferences, and actively seeking mentorship are effective ways to build relationships with people who can open doors for you.

Having a strong network gives you access to a wide range of opportunities and increases your credibility in the eyes of others.

Demonstrating Resourcefulness

Resourcefulness is the ability to find creative solutions to problems and make the most out of the resources at your disposal. When people see that you can navigate challenges and come up with innovative solutions, they are more inclined to trust in your ability to handle new opportunities. Demonstrating resourcefulness also shows that you have the drive and determination to make the most out of any given situation.

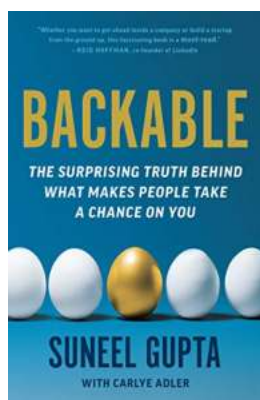
Embracing Failure and Learning from Mistakes

Taking chances involves a certain level of risk, and with risk comes the possibility of failure. However, those who are willing to take chances understand that failure is an opportunity for growth and learning. Embracing failure and using it as a stepping stone towards success demonstrates resilience and determination. When people see that you have the ability to learn from your mistakes and bounce back stronger, they are more likely to take a chance on you.

The Role of Passion and Purpose

Passion and purpose are powerful driving forces that make people take notice. When you are passionate about what you do and have a clear sense of purpose, it becomes contagious. Your enthusiasm and dedication inspire others to believe in your vision and take a chance on you. Passion fuels perseverance, and perseverance leads to success.

Overall, the ability to persuade others to take a chance on you is a combination of confidence, effective communication, trustworthiness, networking, resourcefulness, resilience, passion, and purpose. By cultivating these qualities and continuously working on personal development, you can increase your chances of attracting opportunities and achieving your goals. Remember, the power to make people take a chance on you lies within you. Embrace it, and the world will open doors you never thought possible.



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A groundbreaking book that boldly claims the key to success is not talent, connections, or ideas, but the ability to persuade people to take a chance on your potential.

"The most exceptional people aren't just brilliant...they're backable." —Daniel Pink, #1 New York Times bestselling author of *When, Drive* and *To Sell is Human*

No one makes it alone. But there's a reason some people can get investors or bosses to believe in them while others cannot. And that reason has little to do with experience, pedigree, or a polished business plan. Backable people seem to have a hidden quality that inspires others to take action. We often chalk this up to natural talent or charisma...either you have "it" or you don't.

After getting rejected by every investor he pitched, Suneel Gupta had a burning question: Could "it" be learned?

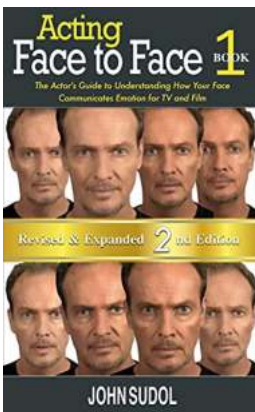
Drawing lessons from hundreds of the world's biggest thinkers, Gupta discovered how to pitch new ideas in a way that has raised millions of dollars, influenced large-scale change inside massive corporations, and even convinced his eight-year-old daughter to clean her room. Inside *Backable* are long-held secrets from producers of Oscar-winning films, members of Congress, military leaders, culinary stars, venture capitalists, founders of unicorn-status startups, and executives at iconic companies like Lego, Method, and Pixar.

Backable reveals how the key to success is not charisma, connections, or even your résumé, but rather your ability to persuade others to take a chance on you. This original book will show you how.



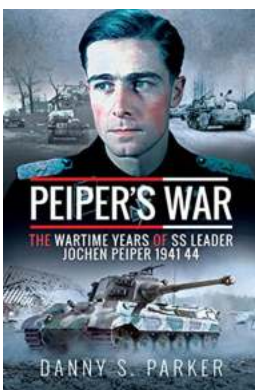
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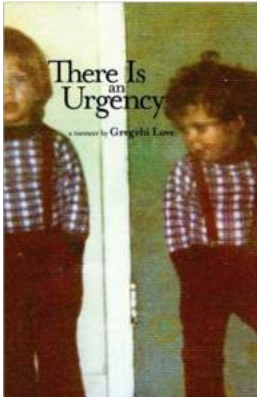
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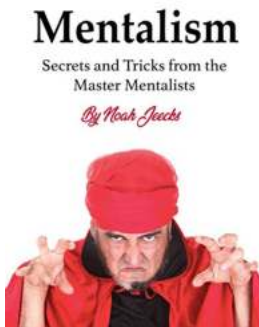
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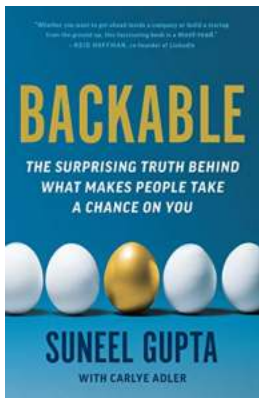
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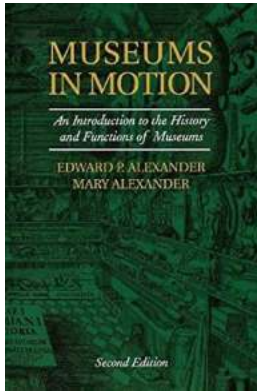
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