

Sunil Bali

# Flash and carry...



After Microsoft went public in 1986 and Bill Gates became a 31 year old billionaire, he was asked to explain the secret to his success.

Gates replied:

*There's no secret. I worked really hard on my idea to get it as good as I could, and then knocked on door after door.*

*I ended up showing my idea to 1200 people.*

*900 said no.*

*300 people showed some interest.*

*Only 85 people actually did anything.*

*30 took a serious look.*

*And 11 made me a multi-millionaire.*

Behind every genius there was first a beginner who worked hard to produce great work, and then was brave enough to keep showing it to the world, even when the world showed no interest.

99% of the people that Bill Gates showed his idea to, rejected it.

You always have a choice.

You can either throw in the towel, or use it to wipe the sweat off your face.

© Copyright, Sunil Bali

## About the Author

Sunil is a Performance Coach, Speaker and Author.

Ex Head of Talent for Vodafone Group and Santander, and having run a £50m business, Sunil has been responsible for hiring over

50000 people and has had the pleasure of working with some great entrepreneurs, professionals and leaders.

## Co-ordinates

E-mail: [sunil@sunilbali.com](mailto:sunil@sunilbali.com)

Web: [www.sunilbali.com](http://www.sunilbali.com)

LinkedIn:

[uk.linkedin.com/in/sunilbali](http://uk.linkedin.com/in/sunilbali)



## Important Notice

© Copyright 2015, Bizezia Limited, All Rights Reserved

This article appeared in Better Business Focus, published by Bizezia Limited ("the publisher"). It is protected by copyright law and reproduction in whole or in part without the publisher's written permission is strictly prohibited. The publisher may be contacted at [info@bizezia.com](mailto:info@bizezia.com) (+44 (0)1444 884220).

The article is published without responsibility by the publisher or any contributing author for any loss howsoever occurring as a consequence of any action which you take, or action which you choose not to take, as a result of this article or any view expressed herein.

Whilst it is believed that the information contained in this publication is correct at the time of publication, it is not a substitute for obtaining specific professional advice and no representation or warranty, expressed or implied, is made as to its accuracy or completeness. Any hyperlinks in the article were correct at the time this article was published but may have changed since then. Likewise, later technology may supersede any which are specified in the article.

The information is relevant primarily within the United Kingdom but may have application in other locations.

These disclaimers and exclusions are governed by and construed in accordance with English Law.

Publication issued on 1 July 2015