

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.

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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.

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