

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

The Power of Credibility

Credibility is the foundation of trust. When people believe that you are credible, they are more likely to take a chance on you. There are several factors that contribute to credibility, including:

- **Expertise:** People are more likely to trust someone who they perceive as an expert in their field.
- **Experience:** People are also more likely to trust someone who has a proven track record of success.
- **Character:** People are more likely to trust someone who they perceive as honest, trustworthy, and ethical.
- **Appearance:** People are also more likely to trust someone who they perceive as well-dressed and well-groomed.

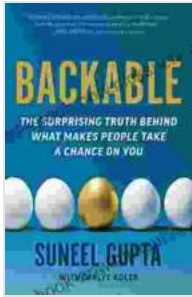
The Importance of Vulnerability

Vulnerability is often seen as a weakness, but it can actually be a strength. When you are willing to be vulnerable, you show others that you are human and that you are willing to connect with them on a deeper level. This can make people more likely to trust you and to take a chance on you.

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

★★★★☆ 4.6 out of 5

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Screen Reader	: Supported
Enhanced typesetting	: Enabled
X-Ray	: Enabled
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There are several ways to be vulnerable, such as:

- **Sharing your personal story:** Sharing your personal story can help others to connect with you on a more personal level.
- **Admitting your mistakes:** Admitting your mistakes shows others that you are willing to take responsibility for your actions.
- **Asking for help:** Asking for help shows others that you are willing to trust them.

The Art of Building Meaningful Connections

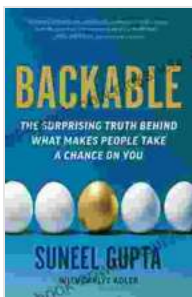
Building meaningful connections is essential for developing trust and rapport. When you build meaningful connections, you create a sense of belonging and shared purpose. This can make people more likely to take a chance on you.

There are several ways to build meaningful connections, such as:

- **Active listening:** Active listening shows others that you are interested in what they have to say.

- **Empathy:** Empathy allows you to understand others' perspectives and feelings.
- **Gratitude:** Expressing gratitude shows others that you appreciate them.

Taking a chance on someone is a risky proposition. However, if you can build credibility, vulnerability, and meaningful connections, you can increase the likelihood that someone will take a chance on you. By following the tips in this article, you can increase your chances of success in any area of your life.



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