



ServeNoMaster 129: Perception vs Reality (All the Power is in Your Hands)

Highlights:

[1:41] All business is based on perception.

[7:21] If you change perception, you can alter the way people treat you.

[9:13] When you project success, people will pay you more. Here's how:

1 - Remove desperation

2 - Do not push for speed

[10:10] What matters is what the other person hears.

[16:01] When you create the perception that you are doing good, it becomes easier to get high paying projects.

[20:43] There is a huge difference between perception and reality. Stop focusing on reality and instead focus on perception.

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