

**Video Transcript****Arthur Lam video**

Believe it or not, I was quite an introvert, before.

As an entrepreneur, I don't think you can be an introvert. It doesn't make sense. Because you have to be persuasive.

You do the first sales in the company. So I'm looking always to challenge myself and this model that I have is if you do something, you don't know what's going to happen.

But if you don't do something, I guarantee you nothing's going to happen, right?

But family is very important to me because they actually have no upside to screw you over.

Even if their recommendations are not exactly what you want to hear. There must be some form of wisdom and you're their reflection.

So I would try to even listen to my parents more and while we can.