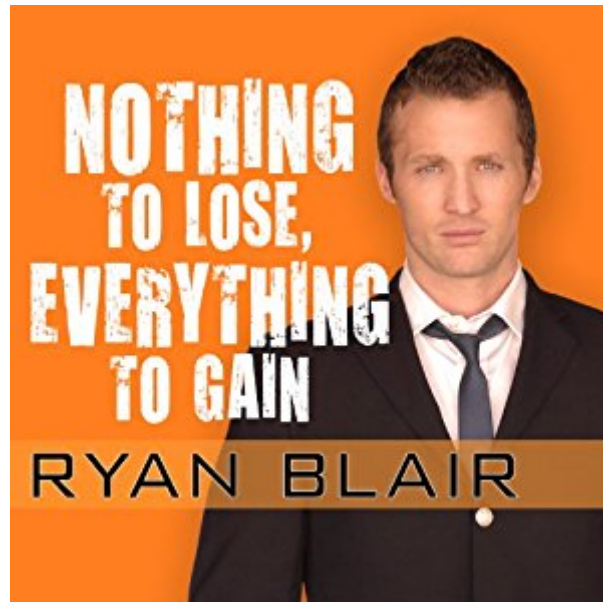


The book was found

# Nothing To Lose, Everything To Gain: How I Went From Gang Member To Multimillionaire Entrepreneur



## Synopsis

Ryan Blair knows about building a business from the ground up. Like many entrepreneurs he had no formal business education. But he had great survival instincts, tenacity, and, above all, a "nothing to lose" mindset. Blair's middle-class childhood came to an abrupt end when his abusive father succumbed to drug addiction and abandoned the family. Blair and his mother moved to a bad neighborhood, and soon he was in and out of juvenile detention, joining a gang just to survive. Then his mother fell in love with a successful entrepreneur who took Ryan under his wing. With his mentor's help, Blair turned himself into a wildly successful businessman. He started his first company, 24/7 Tech, at the age of 21, and since then has created and sold several companies for hundreds of millions of dollars. Now Blair teaches listeners how to start and grow their own profitable businesses by following his often contrarian philosophies. For instance: In juvenile detention, In juvenile detention, if you let someone take your milk the first day, they'll start taking it every day. The same is true in business When you're dealing with an investor's money, you have to act as if God himself wrote you the check. Most business plans aren't worth the paper they're written on. Efforts don't pay the rent. Have no sympathy for employees who talk about how hard they're trying. Entrepreneurship is great because you can set your own hours - any 17 hours of the day, 7 days a week. But if you're doing what you love, it doesn't drain you as much as the 9 to 5 death cycle.

## Book Information

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## Customer Reviews

I spent quite a bit of time pondering what I wanted to say about Ryan's book, and the impact it had

on me. That's mainly because there are so many things I found helpful and inspiring. It was hard to narrow it down to one specific thing, or even just one generalization. It's true that the book offers lots of insight into the world of entrepreneurship, gives lots of practical advice about running a business, and teaches some important life lessons. The thing that kept coming to mind though, as I read through it, was how his words could stir emotion. I kept thinking how true to life Ryan's story is, and how he just laid it all out for the world to see. This is not an easy thing to do. It takes a huge amount of courage and fearlessness to bare your soul to anyone, much less the world. At times I giggled, sometimes I found myself deep in thought, my mind racing as something sparked my imagination. And sometimes, the tears welled up in my eyes, then fell to the page making a wet spot on the paper. Ryan shares his trials and triumphs with complete candor. To me a true leader is one who can inspire people, rouse their emotions, and stir them to action. Ryan certainly does that in life and in this book. I also love the new forward by Nick Sarnicola and the new chapter "Told You So," at the end. Both give added insight into the man that is Ryan Blair. Definitely a must read!

Book contains great fundamental advice. It is an easy read, you cannot put it down. Before you know it another chapter has gone by. I am going to read it a second time and take notes. You will not be sorry you invested your time in this book. CP

NOTHING TO LOSE, EVERYTHING TO GAIN by Ryan Blair is a straight-forward biography that shows us all that anything can be achieved if we are willing to work for it. In a very open and honest way, Ryan tells us how we can obtain our dreams regardless of who we are and what we have done. One of the best "how to be successful" books out there that shows by EXAMPLE and not fact.

This is a one of a kind book for me. I have so much respect for Ryan Blair for not only sharing his story with us, but for who he is. Nothing to Lose was a gift to me, because I'm continuing to grow into the right mindset. Thank you Ryan for being an inspiration! Looking forward to laughing, crying & smiling in your next book!-Brittney Mathews

I thoroughly enjoyed reading Ryan's book because he is so easy to relate to. He motivates with his drive and determination, mistakes and failures, sorrows and joy. I thank Ryan for helping me to learn from his mistakes. I appreciate his candid honesty, and his ability to think "outside the box." I intend to face the challenges of my growing business with a new attitude. I have NOTHING TO LOSE, and EVERYTHING TO GAIN!

i love how Ryan Blair keeps it real, sharing not only his successes, but his mistakes and failures also. this book is inspiring, filled with nuggets of gold and wisdom that will help ANYONE in their journey as an entrepreneur.

This book is easy to read and informative. I find myself highlighting and starring something on just about every page. More than a book about someone's life this is a how-to guide for the entrepreneur and really just a common-sense guide for anyone. Ryan has overcome so many challenges in his life and gone on to achieve amazing success and this book outlines step-by-step of HOW and WHY he did it. A must read!

Must read for anyone ready to start their own business. Frank, honest and down to earth advice from someone that totally turned his life around because he had NOTHING TO LOSE! Now CEO of a Billion dollar business!

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