



EPISODE THIRTY-SIX

Grit, Gut, and Relationships

With **Chris Cabott**

Before he repped the first-round NFL draft picks and negotiated mega endorsement deals, Chris Cabott was a small-town Pennsylvania kid who was driven to help others make a difference. Decades later, Chris still feels compelled to help, but he also knows what it takes to build long-lasting, meaningful relationships. On this week's episode we link up with Chris, the president and CEO of Steinberg Sports & Entertainment, to talk about the lessons he's learned about managing elite talent, rebounding from failure, and always trusting your gut.



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THEMES & INSIGHTS

1. Failure is not final. Failure is knowledge, and knowledge is power. To succeed, you have to look at failure as a chance to improve what you're doing and build towards the next opportunity.
2. With any decision, you should do your homework, but you can't give in to analysis paralysis. In addition to studying the data, you also have to trust your gut instincts and let them guide you to success.
3. Relationships matter most in business and in life. Authentic relationships built on a solid foundation can withstand the challenges of adversity and enhance your life with meaning and purpose.

COMBUSTION QUOTES

- ▶ "When I get the word no, that doesn't mean N-O to me, that means K-N-O-W. It's knowledge. And with that knowledge and that feedback, we can continue to grow and enhance a system, that, at the end of the day, serves a goal."
- ▶ "I think what we do best is we identify talent early. We watch a lot of film and, frankly, we trust our gut.... We get to build with people. We get to know them, see where their value starts, see where their values align, and then we look to build and grow with them."
- ▶ "Build relationships. Don't ever do a transaction; build relationships because when things are going well, it's the strength of the relationship that serves it. When you hit adversity, it's the strength in relationship that will back you up."

CALL TO ACTION

"If you have a dream, if you have a goal, if you have an aspiration, if you have a passion, go after it. Don't stop. When people tell you no, don't listen to them. Don't believe them. Just because maybe something didn't work for someone else, it doesn't mean it can't work for you."

RESOURCES

[Video: Interview with Chris Cabott](#)

[Video: SeventySix Capital Leadership Series](#)