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## Chapter 19: Assignment 19

### 1. How did Orson Welles get his start?

He got his start in theatre in the United Kingdom using a small inheritance from his father; he traveled to Ireland and became the lead actor and director in a local theatre through his insistence that he was a well-respected director and a massive talent from America. He then turned the tables around and traveled to the U.S. where he said he was a well-respected director and talent spending his time in Ireland.

### 2. What similarities are there between Orson Welles and Jerry Weintraub?

The similarities between Orson Welles and Jerry Weintraub are that they had no problems lying to get their way into the film business. From there, they used their charisma and confidence to forge very successful careers.

### 3. How was Jerry Weintraub hired at Warner Bros?

Jerry Weintraub impersonated someone called Joe who was supposed to be interviewed by a development executive but Jerry took his place instead and landed the job through pure charisma and confidence.

### 4. Aside from shaking hands confidently, what else can you do to convince people that you know what you're talking about?

- Actually know what you are talking about, learn as much as possible about the film business and experience as much of it as possible.
- On meeting people, learn how to read people and navigate a room by making people feel comfortable and communicating effectively.
- Make eye contact, have good posture, speak confidently and people will be attracted to your ideas.