

Build Don't Talk

A summary of Raj Shamani's bestselling book

About the Book

Build Don't Talk distills a decade of lessons from running a family business, building a personal brand, investing in startups and hosting India's biggest founders on *Figuring Out*. It is a direct, India-first playbook on money, mindset, communication and leverage for anyone in their teens, twenties or thirties.

Key Takeaways

01 - Money is a skill, not a secret

Most people aren't bad with money - they were never taught the rules. The book breaks down earning, saving and investing in plain Indian context, with frameworks you can apply on your next paycheck.

02 - Communication is your unfair advantage

How you speak, write and present compounds faster than almost any other skill. Build it early, build it deliberately - it determines who hires you, funds you and follows you.

03 - Build leverage, not just income

Trading hours for rupees has a ceiling. Content, code, capital and brand are the four kinds of leverage that scale beyond you. Pick at least one and go deep.

04 - Stop talking, start shipping

The world rewards what you build, not what you announce. Output is the only resume that matters. Ship publicly, ship often, and let the work do the marketing.

05 - Your network is your net worth

Who you spend time with sets the ceiling of what you think is possible. Curate ruthlessly. Audit your closest five people every year.

06 - Reputation compounds

Every small decision - a reply, a refund, a deadline - adds to or subtracts from your reputation. It's the only asset that earns interest while you sleep.

07 - Master one thing before you stack

Side hustles and second skills only work after you've earned the right with a first one. Get great at something first, then layer.

Who Should Read It

Students, early-career professionals, first-time founders, and anyone tired of motivational fluff who wants a direct, India-first take on money, work and building a life.

The Promise

Less theory, more execution. By the last page you should have a clearer view of what to start, what to stop, and what to double down on for the next ten years.

Get the Book

Buy on Amazon India: [amazon.in](https://www.amazon.in)

Buy on Flipkart: [flipkart.com](https://www.flipkart.com)

This summary is a companion overview - the full book contains the complete frameworks, stories and exercises. (c)
Raj Shamani.