



Stanford eCorner

Addicted to Taking Risks

Randy Adams, *AuctionDrop*

November 03, 2004

Video URL: <http://ecorner.stanford.edu/videos/1204/Addicted-to-Taking-Risks>

Randy has learned from years of starting companies that he has developed an addiction to risk taking. A benefit of young companies is that it is easier to take risks because of the size. There may be nay-sayers, but Randy's advice is to ignore them and continue on with your plan.



Transcript

You have heard this many times, Take risks! See my problem is I am addicted to taking risks. I can't go work, I have to startups now because and the riskier they get the happier I am. We've taken 16 million dollars and if he says what, "Is this company going to be profitable too?" I said, "Oh, I hope not." because it's exciting. I am serious! It's exciting to take the risk. The younger company, the more opportunity you have to take risks. Big companies can't take risks as I said before. And this is the advantage you have in the startup over big companies. You can take risks! Risk is good. And the propensity to take risk is what really differentiates the startup from the large company. I never started a company where someone hasn't come up to me at the early stages of the company when it's just a little infant and said to me, "This is a stupid idea.

This will never work. You're wasting your time." And you go to VC means and sometimes and you'll go out and pitch, and pitch and pitch and they'll say, "Shhh, nah, dumb. Not going to do it." This happens; doesn't matter whether you're Yahoo or whether you're Google or whether you're Netscape or what have you, somebody's going to say, "Pssh, stupid!" You just have to ignore those people. You just have to ignore anybody who tries to get in the way of you from running your idea.