



Stanford eCorner

Persistence Pays Off

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Video URL: <http://ecorner.stanford.edu/videos/1231/Persistence-Pays-Off>

Verma says it's not always about being in the right place at the right time, but rather about being there long enough that someone eventually sees you. Don't give up, and pursue it every day, and any dream will become a reality, he adds.



Transcript

Be persistent. Life is too short. I mean, in the end you just have to wake up every morning, walk in, put your nose to the grindstone, come back, do it again, do it again, do it again. It's King Bruce and the spider. You will fail so many times. Like I said, we've done our share of weird stuff. But if you wake up every morning and keep moving forward, things have a way. I mean, I always like to say this comment about this overnight success. I mean, the reason we're at the right place at the right time is we've just been there long enough that eventually the world turned around and said, "Aha! This sounds like a good thing to do." All right? It's not about being the one with the brilliant idea. It's just the persistence, that you're doggedly pursuing it, I think makes the difference.

It's different for different people. We feel good about where we are as a company. But there's such a long way to go. We could fail tomorrow. We couldn't reach our vision. I'm proud of the fact that what we have achieved. We have about 250 people. As I said, we've kept growing every year. We find ourselves in a very nice position at a time when the industry is well positioned. But everything can change and it will change.

So, as I said, for us the story is far from written, which is why it comes back to the first principle that I always say; love what you do. Don't do it just to get rich because you know what? You may be doing it for a very long period of time. Those days where you could go in and in two years turn everything and be a multibillionaire or a multimillionaire, forget it. Don't do it. It's not the right way to go about it because you may end up there for a very long period of time. And if you don't like what you're doing, you're going to resent yourself every morning.