



Stanford eCorner

Thinking About Entrepreneurship

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Video URL: <http://ecorner.stanford.edu/videos/1518/Thinking-About-Entrepreneurship>

Frank reveals how he started thinking of entrepreneurship at a young age. He believes that if you don't have it, you just make it!



Transcript

I grew up with this attitude that if you don't have it, you just make it. And I think that influenced me ultimately about going into business for ourselves is you just do it. An interesting little, at about eight years old, I'm thinking about entrepreneurship. My dad had a big garden, a huge garden, we've lived on about five acres and he had this really big garden and I helped him every year plant it. And eventually one day he said, you want that piece of dirt over there? For what? Plant your own garden. Why would I do that when I'm helping you plant yours? Well you might be able to grow your own vegetables, that'd be yours. And then you could harvest vegetables, put them in your wagon, take them up the street about a mile up the highway to the new subdivision where all the new houses were and I bet some of those folks would want those vegetables and maybe you could sell them make some money. So I thought OK. So I did it, plant and nurture the garden, harvested the vegetables, put them in a wagon and I was amazed I've pulled the wagon up to the door, ring the doorbell and I was scared to death. A lady opened, at first the lady opened the door and she said, what do you want? You know, I thought I was selling something and I was.

But then I said, I got and all I did was show it to her and she said, oh great. And so I started selling vegetables at eight years old making money. And I had lots of jobs and that experience, what my dad did sort of set me probably the wheels turning that I'll do this again somewhere down the road.