



## Stanford eCorner

### Having and Prompting Positivity

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Video URL: <http://ecorner.stanford.edu/videos/3602/Having-and-Prompting-Positivity>

Rebecca Lynn, partner at Canvas Ventures, explains how the power of a positive attitude can turn what may seem like a catastrophe into a catalyst for action. Ranked No. 23 on the 2015 Forbes "Midas List" of 100 top tech investors, Lynn quotes a colleague's advice about fundraising: "When you want advice, ask for money; and when you want money, ask for advice."



#### Transcript

One thing is just life happens. And often things that may seem like the most tragic and dismal at that point in time are actually the catalyst for something even better. And what makes it a catastrophe or something a catalyst is really your attitude towards it and how you see the next day. And so really always be looking ahead. And think about well maybe this just created an opportunity for me to do something different. The other thing is you're really-- I don't need to tell you this. We all know. You're really fortunate to be here. None of us would be here today if it weren't for some phenomenal mentors or people in our lives that helped us along the way and made that possible. And that we owe it to people to do something in return and to help others that were very similar to us in those situations in big and small ways.

So one of the initiatives I was lucky to be invited to be a part of was EIG, the Economic Innovation Group. And it's a group with Ron Conway and Sean Parker and others that are really looking at how do we create technology and innovation opportunities in the Midwest? Right? Or in distress communities in general. Because a recovery happened, but it sort of missed the entire middle of the United States. Right? And so I think those are really interesting opportunities as you're looking for ways to get involved and just opportunities in general. I've always wondered why offshore doesn't just mean somewhere back in the Midwest. And actually there are a few companies that are exactly starting to do that. My favorite piece of fundraising advice-- I'll do that and one last piece of advice and I'm done. Favorite piece of fundraising advice comes from Jeff Tagney, who was in GSB actually. He was a founder of Epocrates. And then he is my CEO and founder at Doximity, which is the largest doctor network.

It's LinkedIn for doctors. They have about 2/3 of all doctors in the US on the platform today. And he always says, when you want advice ask for money, and when you want money ask for advice. And that's always true. If you call anybody, you know, like, hey I need to raise around. They're not going to talk to you. But if you want advice, most people would take that meeting, right? So if you're raising money always ask for advice.