

URL: <https://ecorner.stanford.edu/clips/believe-dont-sell/>

Founders, observes Lowercarbon Capital co-founder and managing partner Chris Sacca, are often unusual people. And one of the things that makes them unusual, he finds, is their unwavering conviction in ideas that other people struggle to grasp.



Transcript

- For a founder, I, 00:00:04,950 if I look at the regression analysis across all of the founders who have worked out and Lori Siegel has a book coming out in the next couple of weeks, by the way, an incredible tech journalist who I like, I forget what it's called, but, but Lori actually put a, a quote from an interview we did together in there where I essentially say, you know, founders aren't normal, they're not balanced.. They're weird.. They struggle.. They're manic.. You know, I mean? Some can tend to be sociopathic.. Try and avoid those if you can, but, but founders aren't, you know, they, they require like the, the healthy, perfectly balanced founder is rare.. Instead they're weird people because they see things differently and they act in unpredictable ways.. I am definitely one of those very weird people.. My wife and I on our wedding rings have mutual weirdness forever inscribed on them.. We are very self-aware of how abnormal we are in that respect..

But, but what I would say is that every single one of the founders I've worked with has seen the inevitability of the success of the thing they're building.. And that comes through in the story.. When they talk to us about what they're up to, they're not selling us.. They're literally, you know, I remember Kevin Systrom was telling me like, and so when we get to 5 million users that would be, you know, something we would roll out.. I'm like 5 million users, dude, you're sitting in like a shared workspace.. You and Mikey, it's just the two of you.. You've got 50 users today.. What are you talking about? You know, I know, I remember, you know, like Evan Williams, when people were asking how is Twitter ever gonna make money? And he's just like, "you can't really process when we have a hundred million users, how much data will be in that Corpus and what that's going to be worth?" And I can, I, I watched that happen with Patrick and John.. I watched that happen with Shivani, Atala, who's one of my favorite founders of all times.. So Shivani Soroya would just talk to me like it was a big multinational company already, and I'm like Shivani, we are literally borrowing office space from the Uber team in Santa Monica..

And yet there's just this inevitability and they're not, it's not bullshit.. They're not trying to sell you on something.. They just believe it.. They feel that...