

URL: <https://ecorner.stanford.edu/clips/the-advantages-and-disadvantages-of-having-co-founders/>

Pilot is the third startup Jessica McKellar has co-founded with Waseem Daher and Jeff Arnold. In this clip she talks about the advantages and challenges of working with co-founders, stressing that close co-founder relationships helped her get through some of the most difficult moments in her startup journey.



## Transcript

- Why do startups not work out? 00:00:04,630 And maybe the number one reason is probably you're like not tackling a market or a problem that you can actually build a profitable business around, can't get traction around.. But a pretty common follow up to that is probably around founder dynamics and like issues with execution that come off of the founder dynamics.. So I think it's super important that a founding team, and then as you grow the broader executive team, you are building out a well-rounded team that's very high trust, is very values aligned, and where folks have clear swim lanes.. So that's super important.. And if you like don't think that you can do that, maybe being part of a founding team is like not the right plan for you.. Being a solo found.... People I mean, people do it all the time.. And I mean, my hat's off to them because it seems very hard, partially because when things aren't going well, like especially if you're pre-product market fit and you just like, don't even know if this is gonna work.. You have like nobody to, you know, be depressed with about it.. And, and they're, you know, it's, you know, if you are down, your co-founders can bring you back up and if they're down, you can bring them back up..

And having someone who's really there with you on it, it certainly has been so important to me personally in these experiences across these companies.. That's just me.. I mean, everybody's different.. So clearly there are many very successful solo founders.. But I think having folks to share in the burden with has felt pretty important to me...