



# Stanford eCorner

## Advice for Aspiring Entrepreneurs

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Video URL: <http://ecorner.stanford.edu/videos/845/Advice-for-Aspiring-Entrepreneurs>

The most important piece of advice that Mandelbaum would give to an aspiring entrepreneur is to surround oneself with great people and ask these people lots of questions. Take the opportunity to meet with as many people as possible because they could potentially become a best friend, she suggests.



### Transcript

Well, as we look across the audience here, we have a lot of students who hope someday to either start a venture or to join a startup. What advice, either what things do you wish you knew then or what advice can you give to these students who are thinking in the future that they would like to be part of a venture like this? Surround yourself with great people. Early, early on, when I went to Brown undergrad, Stanford as a business school, but sort of every job I had certainly in school, key professors, key lecturers, go talk to anyone. When you're a student, you have the ability to just call someone up hey, I'm at Stanford, just want to come and talk to you. Those people literally can become friends for life. Back to the biking, walking, it is incredible the people I've met doing sports. When you share a passion and the next thing you know, you're talking about business. I have one guy who I met 20 years ago that's invested in every company I've ever worked on. That's just a relationship I really fostered and asked lots of questions. I think people are always trying to convey that they know all the answers.

No one knows all the answers. Just ask lots of questions. People love when you show that you're approachable and that you want to learn. I'm sure there's lots you can share and that is the other side though. I think every time you call someone and ask a question, offer something in return. How can I help you? Two weeks later when you see a good article or some piece of information related to whatever it was you were talking about that they had a question about, send it off to them and make it a two-way street. But to me, the biggest is observe and ask questions.