



She packed her things and took her big startup idea to the Valley. She was very nervous about the meeting. **During the meeting, he was actually on his phone texting while she pitched him her big idea**, which went way beyond just yearbooks. She was really disappointed – **she thought he wasn't interested**. In fact, he had been sending out messages to his network to invite her to speak to them and to make introductions.

He finally said that he'd invest, but only if they got a strong technical co-founder on board.

Great! **The problem was, Melanie didn't know any technical people like that.**

So those two weeks in San Francisco turned into three months (the full duration of her visa) as **she hustled to try to find a technical co-founder**. She attended every single engineering conference, reached out to people on LinkedIn, and cold-called. **She had set up her 'office' in a shopping centre and was working hard from there to make it happen.** She took every meeting she could.

Melanie was actually an introvert, but was putting herself out there, stretching beyond her comfort zone, all to achieve what she envisioned.

She was incredibly driven and conscientious. In fact, **she'd often stay up late or not sleep at all just to submit documents when she'd said she would, even if those dates were completely arbitrary.**

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In fact, although she hated kitesurfing, when she found out that Bill Tai loved kitesurfing and was hosting a startup kitesurfing event, where loads of high-profile investors would be, she learned it anyway to increase her chances of being invited.