Redfin CEO – Glenn Kelman

[glenn@redfin.com](mailto:glenn@redfin.com)

-Going to make the world a better place, full of brilliant and wonderful people.

The first skill you need to cultivate is not giving a damn.

“I could not die of shame.”

You cannot mess with my basic self-esteem.

Develop the confidence to think for yourself.

Felt lost trying to do your own thing.

As you get older it becomes harder to do your own thing.

It would destroy me to see the idea that I had being done by someone else.

I got to talk to my customers and see what we needed.

Talked to boss about what is needed

You won’t find coworkers at Amazon, Google, Facebook (large companies) don’t want to walk out of 20% raise each year.

I always like to have a stable of ideas that are appealing with me.

LOOK AT THE CUSTOMER WHO YOU ARE DIRECTLY SELLING FOR

Every team needs the guy who tries everything

For your idea to work, you need to have searched for a tool that could do whatever your idea does

You need to have something that people just can’t talking about