

Grant Gwin

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OPTION D: Test Entrepreneurship Principles

The speaker in this week's class was Blake Modersitski a very successful entrepreneur. I learned many principles from Blake about relationships and partnerships. I learned a lot about Venture Capitalism during this lecture which interested me a lot. Blake talked about the most important things to look at when finding entrepreneurs and young businesses to invest in and help.

Blake mentioned how he picks and chooses the business to invest in that will be very successful. There are so many companies to invest in and if they are invested in early enough, can return a huge profit. What venture capitalists do is just that. Blake stressed the importance of looking at the market of a certain product and business and how disruptive the idea/product is. The technology market is booming right now and most of the companies that Blake chooses to invest in are tech-based companies. He also mentioned that the valuation is not the most important thing to look at.

Blake also mentioned something really important about relationships and meeting that entrepreneurs and venture capitalists have. He said that whenever you go to dinner with a possible partner or some entrepreneur, always invite and talk to their "plus one". That was an interesting tip to me. He said to ask them about the CEO or the main figure and the business that they have created. That should be a telling sign as to whether they are really invested in the company and if it is a good decision to invest.

Blake helped get my mind churning about venture capitalism. I want to find out more about how to do that and what experience I would need to be a venture capitalist. I think that looking at businesses and predicting how successful they will be in the future and if it is a worthwhile investment would be fascinating. Blake said that he got into venture capitalism by reading books. I would like to start reading books on venture capitalism as well.