Decoding Silicon Valley

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The new superheroes of the modern world.
12 STEPS OF RECOVERY

- **ACCEPTANCE.** We admitted we were powerless over our addiction, that our lives had become unmanageable.
- **HOPE.** Came to believe that a power greater than ourselves could restore us to sanity.
- **WILLINGNESS.** Made a decision to turn our will and our lives over to the care of GOD as we understood Him.
- **PERSONAL INVENTORY.** Made a searching and fearless moral inventory of ourselves.
- **SELF DISCLOSURE.** Admitted to GOD, to ourselves and to another human being the exact nature of our wrongs.
- **REFLECTION.** Were entirely ready to have God remove all these defects of character.
- **HUMILITY.** Humbly asked Him to remove our shortcomings.
- **AMENDS LIST.** Made a list of all persons we had harmed, and became willing to make amends to them all.
- **MADE AMENDS.** Made direct amends to such people wherever possible, except when to do so would injure them or others.
- **CONTINUED INVENTORY.** Continued to take personal inventory and when we were wrong promptly admitted it.
- **SPIRITUAL GROWTH.** Sought through prayer and meditation to improve our conscious contact with GOD as we understood him, praying only for knowledge of his will for us and the power to carry that out.
- **GIVING BACK.** Having had a spiritual awakening as the result of these steps, we tried to carry this message to alcoholics and to practice these principles in all our affairs.

SOURCE: 12.org, "THE TWELVE STEPS OF ALCOHOLICS ANONYMOUS", A.A. World Services, Inc.
Uniqueness of Silicon Valley
Silicon Valley
Next exit
ENTREPRENEURS & STARTUPS

- Universities
- Incubators/Accelerators
- R&D Labs
- VC/Institutional Investors
- Government Agencies
- Angel/Seed Investors
- Service Providers
- Public Corporations
What We Learned
“Most startups die of suicide, not homicide.”

--www.insight.vc
90% of startups FAIL
Silicon Valley Entrepreneur Attributes
Success

what people think it looks like

what it really looks like
Lessons for Entrepreneurs
BEST PRACTICE
Luck & Serendipity

I attribute a ton of this to luck. I think that everyone successful has been lucky. It’s also being able to recognize those chances and take action, but most of it is still based on luck.”

--Phil Libin, Founder of Evernote & Venture Partner General Catalyst
“The hot breath of competition is a good thing.”
--Ann Winblad, Hummer Winblad Ventures
Connections & Networking

Connections can come from the most unexpected places. It’s unbelievable.”

--Fabio Santini, founder and CEO of NetEye, Brazilian-based startup

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