URL: https://stvp.stanford.edu/blog/videos/mentorship-for-an-entrepreneur

Frame talks about the importance of giving and receiving mentorship. Mentors helps guide entrepreneurs through mistakes they can avoid. He provides insights from his personal experience and insists that Silicon Valley is a great place to find mentors who can guide entrepreneurs along their career.

Transcript

Mentorship.. Very important, both giving and receiving.. There's a lot of ways to skin the cat as a great leader, lot of different styles that are successful.. I chose to get a CEO mentor pretty early on.. I said, "Why don't I just likehave somebody in my life that's been through all these stuff before that I can ask questions to?" It's not necessarily on my Board of Directors whose sole obligation is to make me successful.. I got a guy named Keith Krach.. Keith Krach had a fantastic career.. He was the youngest vice-president in the history of General Motors.. He ran the Robotics Division when he was 26, straight out of Harvard Business School, did a couple of companies that he sold for huge amount of money and then started a company called Ariba.. He was the founder and CEO of Ariba..

Within a few years, he drove the valuation to $36 billion which is pretty remarkable and pioneered a whole new type of industry.. He's a fantastic leader and a great mentor to me.. I saw him speak at a conference and I basically beg him to be my mentor.. He's a very busy guy jetting all over the world, but I encourage everybody here to find a mentor as well.. If you're starting a company, find somebody who's done that and you can't always get their attention at first but just keep asking.. If they see you're passionate, you got a great idea, you're enthusiastic, eventually they're going to crack.. I promise you that.. Keith told me that he had his own mentor and he felt obligated to pass it on.. His mentor was John Chambers and he'd helped Keith a lot at Ariba, in other places.. So, this is just, you know, we're in Silicon Valley..

The resources are out there.. The best people in the world are within 10-mile radius and so find those people, team up with those people, have those conversations with them, and on the flip side, pass it on.. When you have people who come in to the company especially your team, you got to mentor them.. It's a give out and receive.. So this is very important thing to take seriously...