

URL: <https://stvp.stanford.edu/clips/scale-your-services-around-your-value-systems>

As you go through life, your value systems become clearer. Manish Chandra, founder and CEO at Poshmark, explains why building meaningful products and services will create a solid economical foundation and how we have a responsibility to society to create those businesses.



Transcript

- Over time, one of the challenges that happens is, when those things become and love and money gets disconnected and you start to become a public company or whatever, all these pressures start to take you down into dark allies, right? And it's taken a lot of work up front, the first three four years were super hard.. But as your scaling, by coinciding these two pieces you can create something really elite.. So my sort of core take away from this is, as you go through your journeys in life, obviously you're very young and as you sort of evolve as your own value systems get clearer, think of how you can create products and services that can be meaningful, have economically sound foundation.. So we didn't give away the product for free, we charged 20% partnership.. But over the long term it becomes very symbiotic and synergistic with what you want to do, right? And that, clarifying young, what your value systems are what you're trying to do is very, very powerful.. But then being able to build products and services that you can symbolize, is even more critical.. And particularly with the amazing opportunity that all of you have, and the amazing opportunities that this valley gives you, in terms of growth, I think the responsibility that we have to society is at an all-time high, right? And so we have to be able to level up to that responsibility, and combine it, and integrate with all the amazing opportunity and successes that all of you are going to achieve.. And so, one of the beautiful parts of working at PoshMark is, that every day we get to see the success of over 10 million people who are actively selling and buying on the platform and continue to scale.. And we have women, who have gone from sort of starting from their closets now, running million dollar businesses manning three or four fashion methods entirely on PoshMark.. We've heard stories of people escaping abusive relationships using PoshMark..

We've heard people who have started again and built you know a multi sort of city group and then of course connections.. So that is fantastic and the fact that you don't have to go and give them another tax bill at the end of the day, is very, very nice, because they can continue to scale their business...