

URL: <https://stvp.stanford.edu/clips/the-power-of-being-underestimated>

One benefit of being a founder from an underrepresented background: You can see opportunities that others don't. Backstage Capital founder and managing partner Arlan Hamilton points to the example of Delane Parnell, the founder and CEO of PlayVS, who saw an opportunity in the e-sports space and raised almost \$100 million in less than two years.



Transcript

I always have to kinda laugh 'cause, I mean, look at this room.. Look at the room.. You can't tell me that the only people in this room are the white, only people in this room who can start great companies that are profitable are the few white guys that are here, right? Even the white guys here can't say that.. Doesn't make any sense, right? So, it's, there's this, still to this day, there's this whole thing of as soon as you say D and I, diversity and inclusion, under-represented, even underestimated which we've coined.. People start, they immediately go to that is either an HR problem or that is a charity problem or that is a down and out poor you problem.. Instead of that's your problem now, because that's your biggest competition coming for you.. And coming for you without any of this baggage of what they think they're expected to be and so you're seeing it now.. There's a reason Delane, the Esports CEO just raised about 100 million dollars for his company out of nowhere, you didn't see him coming.. We did.. We saw him, we saw him years ago..

It was the reason that these things are happening because we don't sit around, if you're a woman, you know this already, you know that you're a master multi-tasker.. And sometimes, you'll be sitting, and I'm talking to the ladies there, you'll be sitting with the guy and he'll say something that he did and how difficult it was and you'll just be like, man.. I did that before I even got here.. You know what I mean? And it's like, so everybody in this room, even straight, white men, have something that they're underestimated about.. Because everybody, no matter how good of a person they are, prejudices.. So when you walk in to a room or you're in a room and someone's judging you, like, I'll give a quick example because I think it's important to think about privilege in all cases.. So, I can have this whole conversation, say all this and I could say, white guys did this and this and that.. And then we can all get up to leave and they can notice that one of the white men that I was talking about is in a wheelchair.. And I made the assumption that he had it easier than I did because he's a white.. So, it's everywhere..

And I just think people are still sleeping.. And that's better for me, for making me even more wealthy, faster, but they need to wake up...