# What Would Charlie Do?

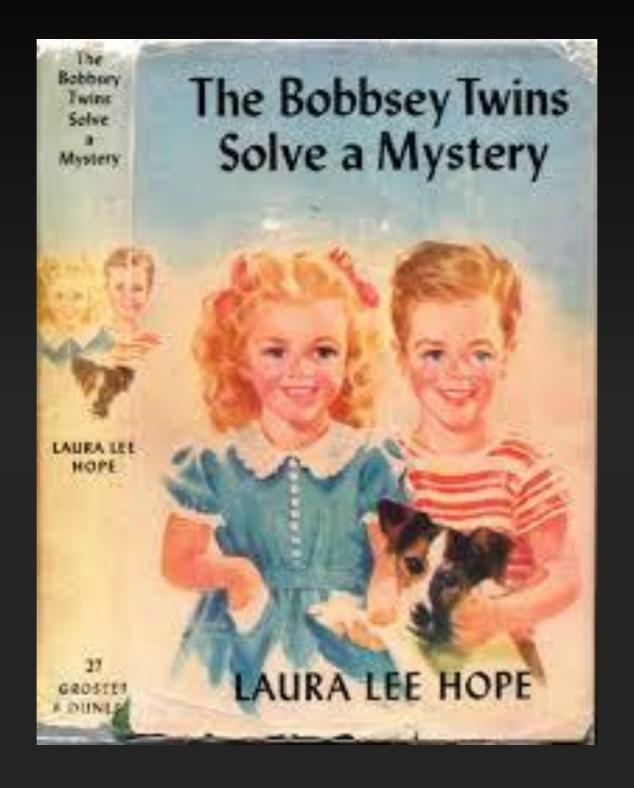
MCLS annual meeting November 18, 2016



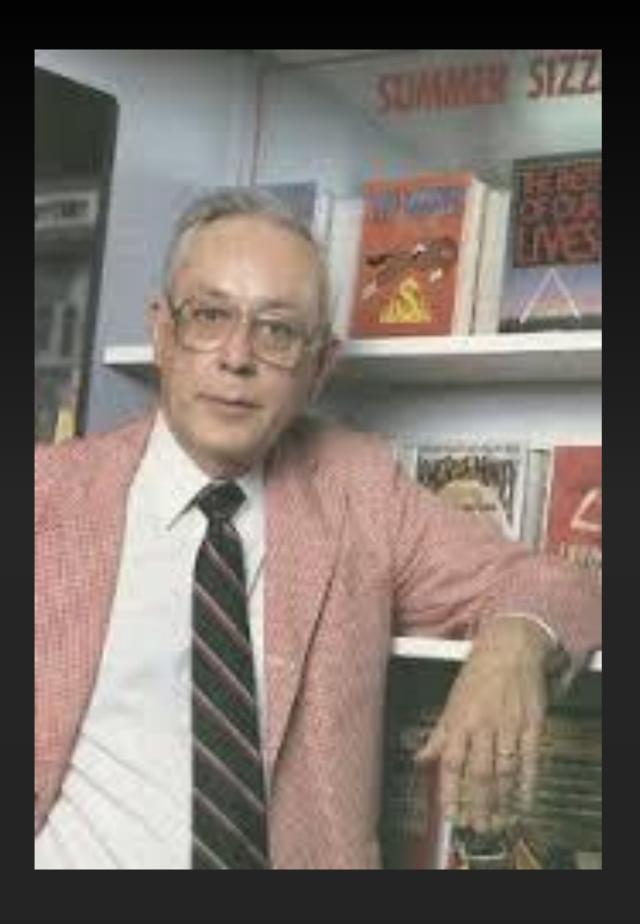


### Why Start Small?







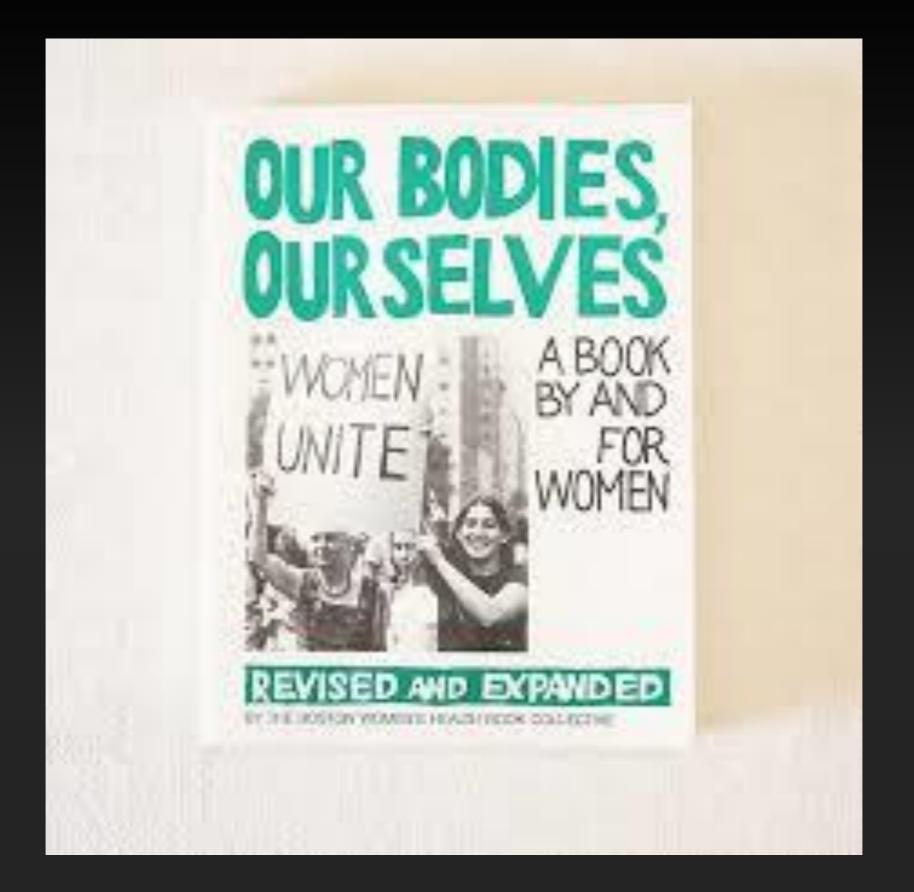


## Charlie Robinson



### Julie and I had a lot in common





#### Your risks?



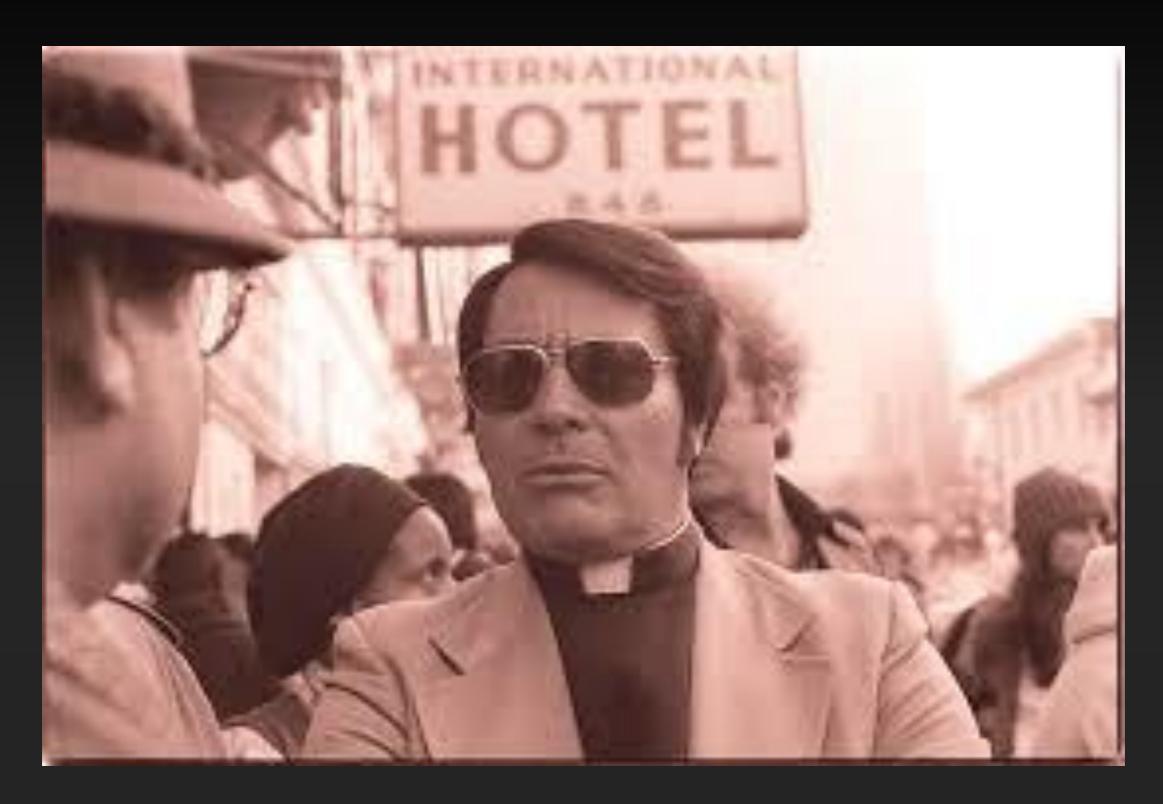














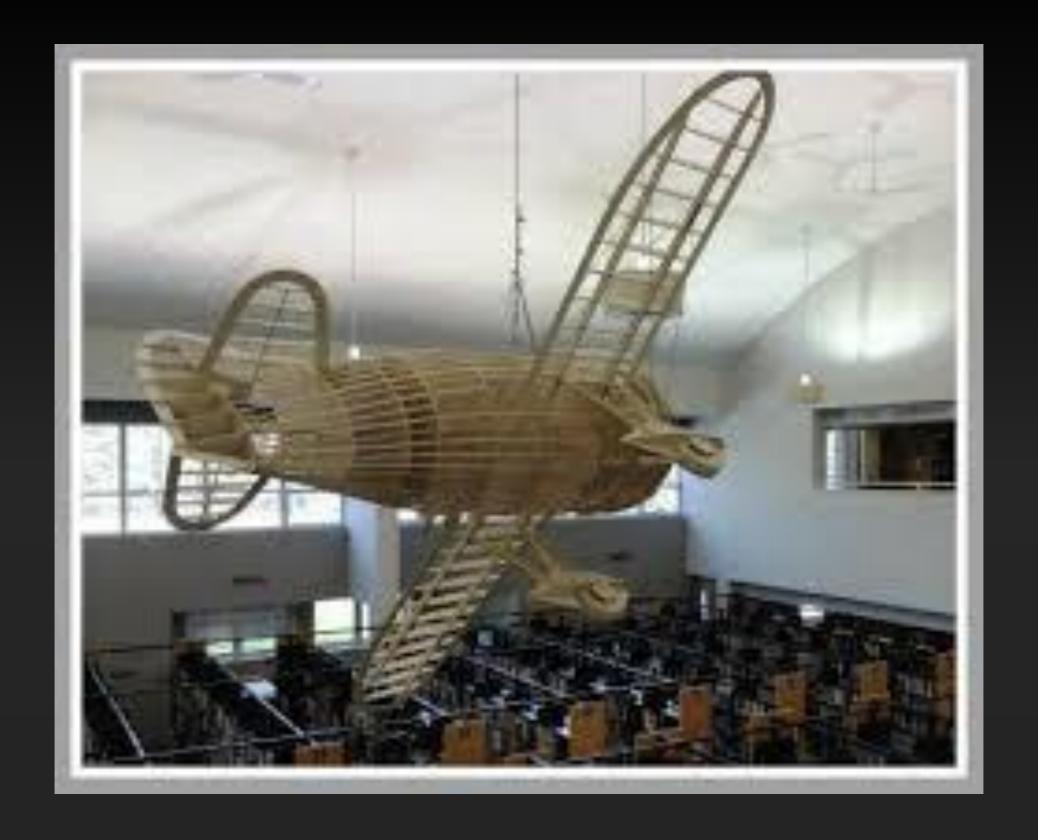
### John Seely Brown









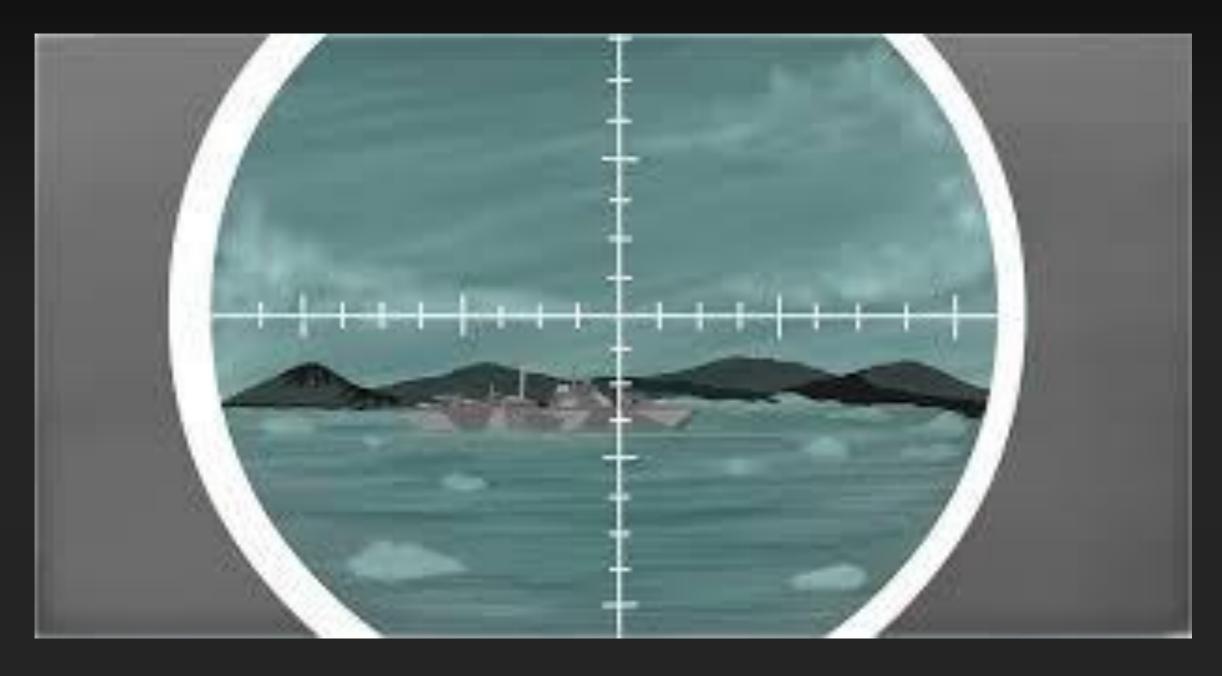


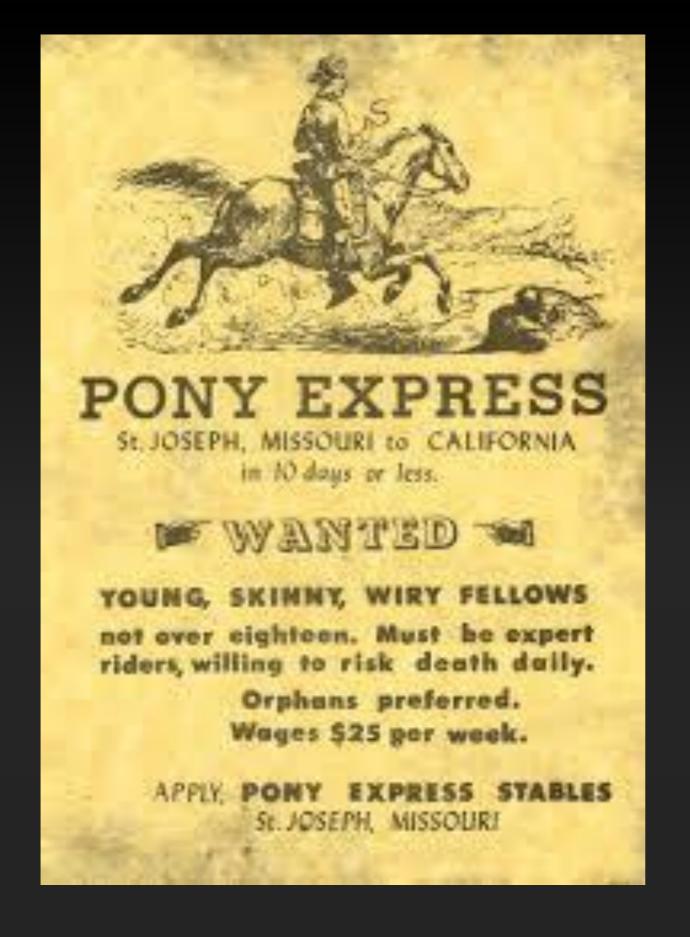




# Rules you broke, changed or wished you had

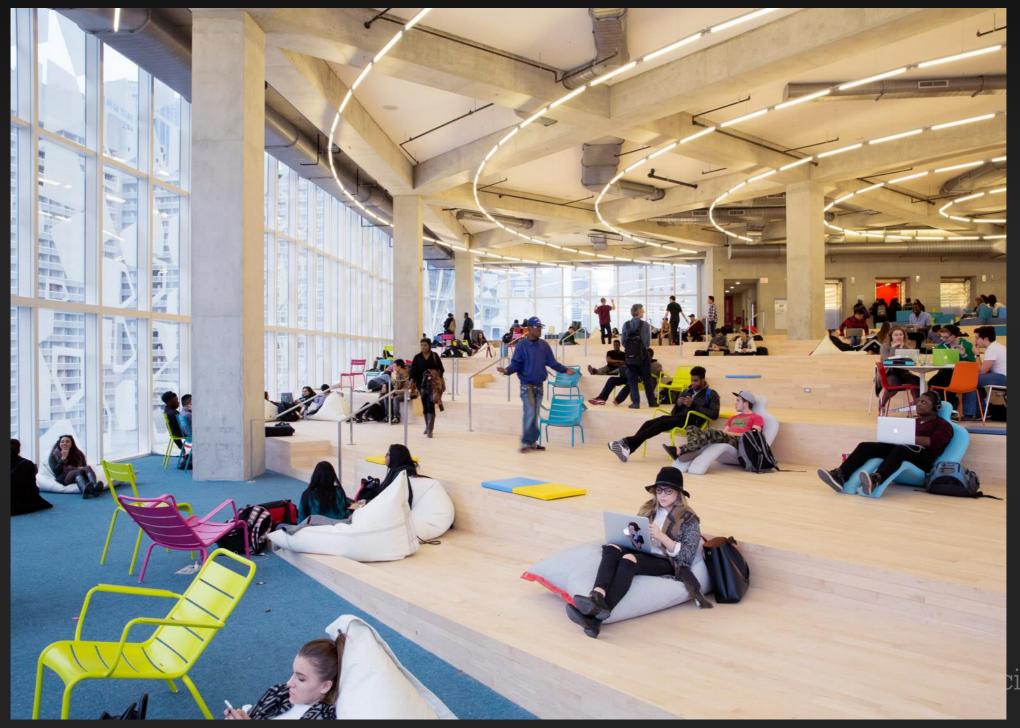
### Looking ahead





# Who are you hiring?

# What message is your space sending?





# What message are you sending?



#### #1. Read the tea leaves



### #2: It's never about money



#### #3: Know when to exit



#### #4: Have a clear vision



# #5: Listen to people who disagree with you



# #6: Always show up to win and do your best



### #7: Hire without prejudice





### #9: Say thank you



# #10: Risks may = great outcomes



### Thank you!

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