

"A LITTLE BIT OF GOOD CAN TURN INTO A WHOLE LOT OF GOOD WHEN FUELED BY A SOCIAL ENTREPRENEUR." - JEFFREY SKOLL

# TRAITS

## STUBBORNESS AND PERSISTANCE THAT GOES BEYOND THE ORDINARY

*"I think one of the most important things a change maker has to have is to hold your convictions lightly. I also think it's really important for a social entrepreneur to be able to recognize the skills and strengths that they have, and find other people who complement their skills and strengths. No one has every skill and experience that they need to make a social enterprise. And then, finally, a stubbornness, a persistence that goes beyond the ordinary."*

MARI KHURAISHI, GLOBAL GIVING

## SENSE OF SELF-AGENCY AND CURIOSITY

*"There are four values that I believe correspond with impactful entrepreneurship. So the first one is a sense of self-agency. The second is I would say a strong sense of curiosity which is the constant questioning of the status quo. The next one is empathy which isn't just the ability to listen and to put yourself in someone else's shoes. But it's also really caring. And the last one, and this is very hard to assess, but it's probably the most important entrepreneurial skill set, and that is perseverance."*

BEN POWELL, AGOURA PARTNERSHIPS

## GET DIRTY BUT CLEAN UP REALLY WELL

*"There are two main aspects of a social entrepreneur that I think are unique. First they must be able to get along well and walk with the poorest people on the front line, the grassroots, the people who aren't wearing shoes and are walking on dirt all day. The same person must also show up in a corporate environment wearing a suit jacket and raise money or take capital and invest it. As social entrepreneurs you need to get really dirty, and you need to clean up really well."*

CARRIE RICH, GLOBAL GOOD FUND

## SELF-AWARENESS AND WILLINGNESS TO RECIEVE HELP

*"Social Entrepreneurs must have a level of self-awareness. The entrepreneurs I've seen be successful understand and acknowledge their weaknesses. They don't try to be everything to everybody. And that's a big factor in the incubation space is finding entrepreneurs that are willing to receive help. They are willing to get in their swim lane, and let other people be in their swim lane."*

COURTNEY KLEIN, SEED SPOT

## SELF-EFFICACY AND INTUITION

*"I am not a believer in that only the skill can solve the problem. You can create skill sets. But I think the most important thing is ... whether you can believe in yourself or not. I am a believer of inspiration and intuition. Once you have the feeling of self-efficacy you can see the mountain you would like to climb up now and then the goal you would like to reach."*

DR. SACHIKO KUNO, HALCYON

## GRIT AND HUMILITY

*"I think the most important thing that I have seen is just grit. So grit is basically the confluence of passion and determination. You can have a great idea, but if you don't have that along with the work ethic needed, then you're not going to succeed. I think humility is a really important trait. So for me, the companies that do well are the ones that take the good and the bad and are able to see it constructively and be able to improve."*

KALSOOM LAKHANI, INVEST2INNOVATE

# ORGANIZATIONAL SUCCESS

## SYSTEM DISRUPTION



"I think of success with a small "s" and success with a big "S." Success with a small "s" is that the organization is set up to be sustainable for the long run. Before I leave, before I step down, I want to make sure that we've got an endowment. I want to make sure that our heart stays pure. While everyone else out there can talk, talk, talk, we still, at the core of ourselves, do. Big "S" would be that we help to disrupt the old system as mindfully, gently, but effectively as possible. Don't be afraid of failing, ever. You just have to learn how to get up fast. The quicker that recovery rate, the better. And the harder the things you try, the harder the impact, and the harder it is to get up. But you get better and better at it each time"

- KATE GOODALL, HALCYON INCUBATOR



## MUTUAL INVESTMENT

"For you to be successful in whatever you choose, you'll need to have other people invest in you and believe in you. And one of the things I wish someone had said to me is, if you don't invest in yourself and show people that you're investing in yourself, you shouldn't expect anyone else to invest in you."

- CARRIE RICH, GLOBAL GOOD FUND

## BROADER NETWORKS



"I feel like I could have stayed at the ... and continued to sort of go up the ladder, and I would be making a lot more money than I am now. But my world would be much smaller. So, to me, the success of my career is how broad my networks are and how I have come to know so many different people with so many different backgrounds. And by and large, they're amazing people with amazing idealism and passion. That's a pretty nice reward-- for a career."

- MARI KHURAISHI, GLOBAL GIVING



## FOUNDER OBSOLESCENCE

"Success for me is not being needed anymore, essentially. Success for me is building an organization that has a good product market fit, that attracts great talent, that has a very clear value proposition. And that is scalable. And that is showing a model that actually could be taken from Latin America to Africa to India. So, success for me is sustainability, scalability, and me not being needed. And don't fear failure. Fear is what paralyzes you."

- BEN POWELL, AGORA PARTNERSHIPS