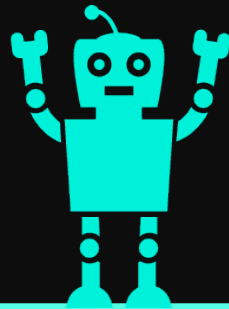




CMU TO CEO

It's
AWESOME
to be here!



I spent almost a third
of my life here.

I owe so much to

CMU...

...including my “Google-able” status



“Matt Humphrey and his robot” (2000)

<http://www.cs.cmu.edu/~roboed/>

16

years later

...

Matt Humphrey

Co-Founder & CEO LendingHome

- \$500M+ in mortgage loans
- \$100M+ venture capital raised
- 200+ employees in 2 years

Past companies include FluidAds, ZipAds, HomeRun, Bumba Labs, Kickball Labs, Cloudant, SlapVid, Eivod, and Envivial.

75+ angel investments including Everlane, Porch, ZenPayroll, Looker, Remind, Flexport, and many many more.

CMU Alum – BS CS 2007, MBA 2008

Huge Steelers fan. Very sad this week.



So...

what's **this talk** about?



I remember when I was sitting here.

I wasn't even thinking about a startup.

Here are some lessons from my journey

that I wish I had known...



1987

#1

Born and raised in
PITTSBURGH

“The world doesn’t owe you anything.”

1990

#2

Grew up in
MT. LEBANON

“Don’t let the rules get in the way.”

1999

#3

Introduced to coding via

C-MITES

Carnegie Mellon Institute for Talented
Elementary and Secondary Students

“Obsess over the problem you’re solving.”

2000

#4

Got my first taste of true CS via
ANDREW'S LEAP

"Don't be scared to speak up."

2000

#5

Enrolled at age 13 in
CS AT CMU

“Get out of your comfort zone, early and often.”



2004

#6

Founded virtual shopping startup

ENVIVIAL

“Be scrappy and just hack it.”

2006

#7

Enrolled at age 19 in
CMU TEPPER MBA

“Be a jack of all trades and master of a few.”

2006

#8

Founded video delivery provider
EIVOD (YC S07)

“Think customer before you think tech.”

2007

#9

Pivoted to video site

SLAPVID

Preview it. Slap it. Watch it.

“Fail fast and iterate faster.”

2007

#10

Pivoted again to router technology startup

CLOUDANT

“You can sell just about anything.”

2007

#11

Moved out to
SAN FRANCISCO

*“Find the most badass person who will take you seriously
and try to work for them for as little as possible.”*

2007



Welcome to Sketchfu, where you can draw and

#12

Joined founding team of
KICKBALL LABS

"Your product has to have soul."

2009

#13

Founded gaming network
BUMBA LABS

“Don’t chase cash, build something enduring.”



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#14

9TH ANNUAL CRUNCHIES Just Three Weeks Away! Awards Show Of The Year Get Your Tickets Today

HomeRun.com

HomeRun

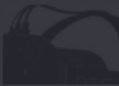
Rearden Commerce

Social

Popular Posts



Aftershokz Bluez 25 Bone-Conduction Headset



HTC Denies Reports It Will Spin Its VR Business Into A Standalone Company



How To Succeed When Facing Digital Disruption

Rearden Commerce Raises \$133 Million, Buys Group

Built and got acquired for \$100M+ at

HOMERUN

220 shares



Rearden Commerce, a group commerce company, today announced that it has raised a monster round of funding, securing a whopping \$133 million in new financing from current backers American Express and JPMorgan Chase, as well as from new investor Citi.

In addition, the company announced that it has acquired HomeRun.com, creator of the HomeRun social buying service and its OfferEngine platform, which powers group commerce programs for third-party consumer websites.

Rearden Commerce says it will use the fresh capital to repay debt, for working capital and undefined "high growth initiatives", including the acquisition

Rearden offers a platform dubbed Deem, and, through a range of interoperable smart applications, seeks to leverage big data, analytics and semantics technology to optimize the exchange of goods, services, and information with personalization and repeat value to drive customer loyalty.

"Live for the rollercoaster."

CrunchBase

Rearden Commerce

Full profile for Rearden Commerce

TC NEWSLETTERS

TechCrunch Daily

Our top headlines

Delivered daily

TC Week-in-Review

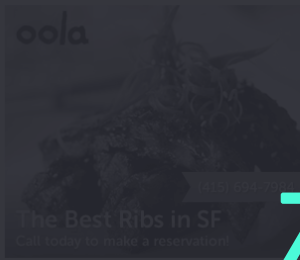
Top stories of the week

Delivered weekly

#15

Built advertising businesses ZIPADS & FLUIDADS

ZipAds



Grow your business the easy way.
Display.

Be a part of the digital advertising revolution. We'll create your ads and get them in front of the right audience.

Simple

We create beautiful ads just for you that are ready to launch today. Get your first campaign running in 2 minutes. It's really that easy!

Targeted

Precisely target those that live near your small business. Our technology only promises you to the customers who are right for you!

Effective

We find cost-effective placements on quality sites that you know. Reach thousands of new customers per month without big budgets.

fluidads

PUBLISHER

ADVERTISER

SIGN UP

LOG IN

Your pixels are valuable.

Why waste space on your website when you can boost your revenue with targeted ads?

LEARN MORE

LIVE DEMO

Publishers

- Monetize your unused space with dynamic ad units
- Augment existing ads to grow revenue incrementally
- Drop in one line of JS and be live in under 5 minutes
- Boost site earnings with industry-leading RPM rates

LEARN MORE

Advertisers

- Access the most unique, highest quality inventory
- Showcase your brand in special formats like 300x250
- Track performance with real-time campaign reporting
- Achieve best-in-class click-through rates for max ROI

LEARN MORE

"You can build a product in 7 days."

#16

Made over 75 notable
ANGEL INVESTMENTS

“Massively parallelize your learning.”

2013

Forbes Tech

Top 20 Stocks for 2016

APR 13, 2015 @ 01:29 PM 13,340 VIEWS

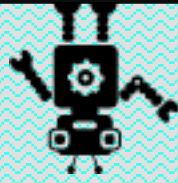
Mortgage Marketplace LendingHome Reels In
\$70 Million From China's Renren

#17

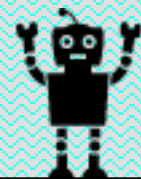
Raised \$100M+ in under 2 years for

LENDINGHOME

"It's all about the team."



IT'S BEEN
– a lot of –
FUN!



But there's still

a lot to do!



IN SUMMARY...

- ▲ Startups are awesome. But there is no straight line to success.
- ▲ Work hard, take chances, embrace failure, learn quickly.
- ▲ If something's not working, do not be afraid to kill it.
- ▲ Invest in learning and relationships over money at every turn.
- ▲ When in doubt, go big and build something to last.
- ▲ Ideas are relatively cheap. Execution is extremely hard.
- ▲ Go for it. The world has a way of eventually working out.

Thanks so much.



QUESTIONS?

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