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...
Born and raised in

PITTSBURGH

“The world doesn’t owe you anything.”
Grew up in

MT. LEBANON

“Don’t let the rules get in the way.”
Introduced to coding via C-MITES

“Obsess over the problem you’re solving.”
Got my first taste of true CS via ANDREW’S LEAP

“Don’t be scared to speak up.”
Enrolled at age 13 in CS AT CMU

“Get out of your comfort zone, early and often.”
Founded virtual shopping startup ENVIVIAL

“Be scrappy and just hack it.”
Enrolled at age 19 in

CMU TEPPER MBA

“Be a jack of all trades and master of a few.”
Founded video delivery provider

EIVOD (YC S07)

“Think customer before you think tech.”
Pivoted to video site SLAPVID

“Fail fast and iterate faster.”
Pivoted again to router technology startup CLOUDANT

“You can sell just about anything.”
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.”
Joined founding team of KICKBALL LABS

“Your product has to have soul.”
Founded gaming network
BUMBA LABS

“Don’t chase cash, build something enduring.”
Built and got acquired for $100M+ at HOMERUN

"Live for the rollercoaster."
Built advertising businesses

ZIPADS & FLUIDADS

“You can build a product in 7 days.”
Massively parallelize your learning.

Made over 75 notable ANGEL INVESTMENTS

“Massively parallelize your learning.”
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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