Participant 23 Interview Transcript

**Interviewer:**

So again, let me familiarize you with the research purpose of this interview. Uh, so, as you know, I'm currently in the third year of my PhD in Southampton Business School and I'm researching on entrepreneurial success. So I'm looking at it from a philosophical angle. So specifically about the role of luck and the role of authenticity in success. And I'm looking at normal people’s beliefs, attitudes and opinions towards very extremely successful entrepreneurs. By normal people here I mean, people who are not entrepreneurs.

**Participant 23:**

Sure.

**Interviewer:**

And a bit about data protection measures I have undertaken, as I said this video and audio recording will be deleted after I transcribe it. It's just for transcription purposes. A transcript will be seen only by me and possibly by someone who requests it if I want it to be published later on. But yeah, this is very…in minor cases they actually request that.

**Participant 23:**

Sure.

**Interviewer:**

At the outset, let's pin a definition of who is the entrepreneur. So I define it as someone who sets up a business or many businesses, taking on financial risk in the hopes of profits. What do you think about this definition?

**Participant 23:**

I totally agree with that. I do define…I mean in my opinion an entrapreneur is, as you said, someone who sets up a business. But then again, you've got other people that for example start doing Amazon FDA. I wouldn't categorize such businesses as being entrepreneurship. So I'll I'll categorize entrepreneurship with someone who actually sets up a company and, as you said, takes financial risk in order to get profits, so agreed.

**Interviewer:**

And to begin our conversation, can you tell me a bit more about yourself, your personal and professional life?

**Participant 23:**

I am 27 years old. I've got a degree in Culinary arts and then a Masters degree in Food business. I have never been an entrepreneur myself. I've always been employed working for various companies in the United Kingdom in different professions as well. So from being a chef, being a recruiter to working in consultancy. So I've seen various industries have had various jobs and our quiet various skills and eventually after getting quite familiar with the with business, with operations in the business. And now having a bit of an interest in entrepreneurship as well. I think that eventually in in a few years from now, and hopefully actually I I will. I'll get into entrepreneurship as well. Once I feel ready.

**Interviewer:**

A great and what's your current occupation?

**Participant 23:**

I currently work in sales for a consultancy company, so very consultative approach of off sales. Uhm, and actually many things have happened recently. I have just resigned from this current job. So I've got about four weeks left with my current company and soon I will start with the start up on a customer success manager position.

**Interviewer:**

Great. And can you tell me more about this startup? Uh, whatever you feel comfortable sharing.

**Participant 23:**

Yes. So I won't be able to to share a lot just because of my agreement with them and because of a few things that I've signed. In short, this is a company that can still be defined as startup, although has been operating for a bit, they have started in the United States drone there had big investment UM and throughout the pandemic they saw a great opportunity to expand their business because that business it's about delivery kitchens. So dark kitchens which is a market that has grown a lot throughout the pandemic. So with the restaurant closures and people not being able to go and eat and dine out anymore. People still had the urge of consuming, you know, food from from outside. That's why an industry such as food delivery has flourished so much. It has grown so much. So this is the sort of business that saw the opportunity on the market and they they've just grown a lot. In the past sort of two years and now have expanded to to the United Kingdom where they currently operate in four different cities, including London, so I will be joining on the customer success role to ensure that the expansion will sort of go well and they will…they will keep acquiring more and more business.

**Interviewer:**

Great. So is that how you see your role as acquiring more businesses?

**Participant 23:**

Mine is not necessarily that much about the acquiring as I will not necessarily bring in new business my role in customer success will be more about keeping the existing business. So I will be dealing with existing clients or with clients that have recently joined and they need to go through the on-boarding process. And this is to to make sure that they get all the resources that they need to run their business efficiently. Uh, all the advice that they need, so I'm acting not as a decision maker, more from a consultative perspective. To advise them. And to, you know, help them with whatever they need.

**Interviewer:**

Great, all sounds fantastic. Best of luck in your new role.

**Participant 23:**

Thank you.

**Interviewer:**

Now let's go on to explore your views on extremely successful entrepreneurs. So for the purposes of this interview, let's take extreme economic success to mean having earned a large amount of money and build wealth from entrepreneurial activity. So that's what we're going to mean by success here.

**Participant 23:**

Sure.

**Interviewer:**

I have adopted this definition of success just because success is very subjective, so I wanted to stay as objective as possible and often success is being related to money and finances in entrepreneurship. So that's why I have adopted this definition. So the question is, what or who crosses your mind when you think about an extremely successful entrepreneur?

**Participant 23:**

Extreme success. I think probably the the very typical Jeff Bezos. Uh, Mark Zuckerberg. Elon Musk…people that that we all know about. So when we speak about extreme success, these are probably the first people that crossed my mind.

**Interviewer:**

And can you describe them? What do you see in them?

**Participant 23:**

Hard to describe, I think. UM. I see people who had great ambition. People who wanted to, to change things. People who wanted to not settle for less and know not to only accept whatever is given to you. But they wanted to, to improve. They wanted to explore the unknown sort of, and to create something different. And I see… So I'm I'm I have derived from the question little bit…keep me on track.

**Interviewer:**

And what do you especially like about people like Elon Musk, Jeff Bezos? If anything.

**Participant 23:**

I think that I think I do like that, that urge of like changing, but at the same time, I do like their thinking in a sense of…they see the world differently. They see an opportunity, that probably lots of other people have not seen and they don't just see the opportunity, but they think probably that that opportunity is possible. So they start working toward towards something like that. I do believe that more people have that vision at the same time. Not all the people that have that that vision actually managed to to build what these people build. And I think this is where things such as luck come into place.

**Interviewer:**

And what? What else do you think comes into place that differentiates those who achieve very extreme successes and those who don't?

**Participant 23:**

I do think that is also the the amount of work that you put in towards achieving your success. I mean, ultimately I can have a great idea and I can think about something and in my mind, oh. In 10 years, this would be a revolutionary. This could be the new Amazon. This could be the new Uber. But at the same time, if you don't work towards it, if you don't work hard towards it, nothing is going to happen. So I do think that hard work is is crucial in in this.

**Interviewer:**

And what does hard work mean to you? Uhm, what do you mean by that?

**Participant 23:**

When I say hard work, I don't. I'm not only saying long hours, I'm I'm saying working smart, figuring out what's the endpoint. Once you see where the end point is and you you figure out what's your, how long is that route? What's your route? What's the road to take to achieve your end point? Your end goal? And then establish a few… Ah, can't remember the word. Establish a few key points throughout your day trajectory to reach your end goal. So I think figuring that out and then finding smart ways of achieving those. Uhm, that would be. That's how I would see it.

**Interviewer:**

And do you dislike anything about people like Elon Musk and Jeff Bezos?

**Participant 23:**

Do I? I mean, no, really, I mean. There is obviously two categories of people liking and disliking. You, you either love them and you find them extremely inspiring or you either dislike them because they are just ridiculously rich and then you look at you look at their fortune and you, you start thinking about all the aspects such as Oh, If I had those money or Uhm, what those money could do for I don't know, for the tackling different crisis or hunger around the world or I don’t know, different diseases, but at the same time, those people have actually worked hard or smart in in achieving that and It's it's all public information. You can you can go back into their biography and and see what was their start point and then you see how far they've actually come. So at the end of the day? Hating or not on them. I do think that there's not. There's not specific like, it depends what you hate about them. If you hate how they, if you hate the result that they built to the business and the fortune that they have, there's nothing to hate about them. There's only things that are inspiring that they've come such a long way. Now, the way they manage their wealth and what they do with their wealth, that's that's totally different topic. So I do think that the the way they built it it it's just extremely inspiring.

**Interviewer:**

And does your explanation apply to all extremely successful entrepreneurs, or just the three that you mentioned in the beginning?

**Participant 23:**

I think to all of them, there's the three that I mentioned are just some random names from their very popular one that just literally crossed my mind. But it does apply to to pretty much all the entrepreneurs.

**Interviewer:**

And what do you think differentiates? So you mentioned luck and hard work. Uh, but what do you think differentiates very extremely successful entrepreneurs who managed to build that big wealth from those that are kind of have a mediocre type of wealth?

**Participant 23:**

Various things I would say. First of all, I do think that is the actual idea of the business that is actually the the idea that you have. Is it something that is innovative? Is it something that is going to change the way? Is it going to change our lifestyle? Or how? What? What's gonna be the impact, the ultimate impact. So I do think that the actual idea has a huge impact on the on the final success. Now let's go into some examples. Let's make a comparison between me going to the mall, going to Zara and trying to purchase some clothes But then someone has a different idea and they create not Zara, but Next, right? So Zara and Next, yes, they might sell different products. Yes, one might sell you a jacket that has, I don't know, a better design, something that you're more excited about. You're going to purchase that. Will that change the way you the way you, I don't know. The way you do things, would that change your lifestyle? Probably not. Not a lot. But then how do you change the way you do purchases? Well, that's where Amazon comes into place. And then? Amazon as an idea? I think it was such a brilliant idea that they literally change our lifestyle in the way we do shopping. It's not only a different type of shops, this is not only a different layout in the shop, it's the actual way we actually shop. It's the it's the whole experience of how we shop from how do we search for products, what is the delivery time, what fees do we pay. And that has a huge impact on our life and then same as other platforms lik Netflix has absolutely changed the way we watch films. Netflix has changed the the humans habit of going to cinema or the old technology of like, I don't know, the old ways of like renting or buying a DVD and playing that you don't need such a thing anymore. All you need is a browser and then account and then you can watch films. Or. I don't know. I I don't… There's other products in other features and other companies that have changed the way we do things, and those are generally the companies that eventually became this extremely successful businesses. Let's talk also about iPhone like iPhone, it's again, it's a love hate relationship. But then when you compare iPhone to to different products, they haven't just, I don't know, they haven't just sold you a phone that has a different case they came with with, with a totally different phone that has no patterns anymore that. The the simple way of building a phone has brought them so much success. 'cause I iPhone is such a such an easy to use device, but at the same time such a competent device. That it's very hard to compete against Right. So I think this is the first…this probably answered the first part of your question. The second part of the question is once you have this idea. And you work towards something like this pretty. I mean, you would have a brilliant idea, such as you can create the new the new Amazon. Now the thing is, what steps are? How hard are you going to work in achieving that? And I'm not only saying about long hours again is you need to try launching things. You need to have the right people around you and you need to have the The sort of the rights skills to to start working towards something like that. I mean, I'm not saying that you need to be an excellent sales person in order to to get your first contract, for example. But you don't need to find ways in achieving what you want. And even if that nothing is gonna work brilliantly when when you first try, you need to try again and again and again. So the harder you probably try, I would define it as the more you try, the luckier you get, because Inevitably, you will fail and I don't think that all these big businesses, they haven't failed. They just they were successful from day one or no, they they weren't. They probably felt a lot until they got things right. And I think that this is how it should because this this is what entrepreneurship is all about. You probably need to start 29 different companies to fail them until you probably start the tenth one and it's actually it's actually successful. Entrepreneurship is also a lot about the journey that that you take to to achieve your end goal. And the things that you learn to achieve your end goal. So the more you try the lucky, you probably get it. It's it's like it's like Einstein like like Einstein did said. That if you do an experiment and you don't get the result that you want, you need to be stupid to repeat the experiment in the same way you need to try it in a different way. And I think that perfectly applies into into entrepreneurship off like you've tried something you've tried an idea or a way of doing things, and if it didn't work just it doesn't mean that you're necessarily failed it it. You've just learned what's the way of not doing things, and you need to try it. And doing it in a in a different way. And eventually you will. End up, you know, finding the way that works for you or finding the idea that works for you.

**Interviewer:**

That's great…you mentioned a lot of right things that you have to be doing. So what do you mean by right skills and what do you mean by right people? How would you see those?

**Participant 23:**

In in entrepreneurship, I don't think that you can do. You can do things. Uh alone, I mean. There's a certain amount of things that you can do on your own, but they eventually, once you start growing that business, you probably need someone in your team. You probably need to to partner with some people eventually once. Once your your business starts expanding and growing, so you need the right people around you. I mean with, with, with a similar mindset I mean to share eventually. A similar ambition so you can work towards the same thing. There's also the people that are not going to be in your team, so I'm talking also about the people that are going to be on the outside. You need to create a good circle of people around you that you can approach I’d say, and that can support you with various things I mean. Entrepreneurship is not only about having one skill. You don't need to be only specializing something. I think people that go into entrepreneurship, they're pretty much generalists, not specialized. So you need to do a little bit of everything from creating a product to your branding to to sales to the actual operation to eventually at the beginning you'll you'll do your, your finances and all the accounting side. But once once it grows you will you will not be able to do all of this and you you need to have the right people around you to help you and to advise you in in all of those.

**Interviewer:**

Now let's hear your thoughts on what stands behind extreme success. I understand this next question may be a bit difficult to answer with certainty, but I would still like to get your thoughts on it. So what two your understanding, knowledge or opinion made the people from your example. So we Elon Musk, Jeff Bezos, what do you do you think made their success possible? What's behind it?

**Participant 23:**

I think that. I think that they they succeeded because they've actually managed to implement this, change that that they wanted, they they managed to change the light style of people. They managed to successfully change the way we do things they managed to make it easier for us. So Amazon has made it easier for us to shop. They made it easier for us to return a product. They made it easier for us to choose something because everything is all together on Amazon. It's just about about applying some filters. And so I think that that their idea was innovative enough to simplify the process, to give us something at a more affordable price and to make it easier to to streamline the whole the whole experience for us. I think their idea is highly related to this. And when you manage to change these things. I think that's when you when you're on the right track and then that that's when you realize how valuable what you've done, it comes.

**Interviewer:**

And how do you think managing societal change happens?

**Participant 23:**

Can you please sort of repeat that or rephrase it?

**Interviewer:**

How do you think societal change happens when someone introduces a product?

**Participant 23:**

Oh, it's not going to happen quickly, and it's not gonna happen overnight. I think it's it's, it's a, it's a long process because this all comes into into the human psychology of like… If right now you are used to do things in a certain way, it's not like you're going to have a sudden change and you're going to start doing things in a different way. Now, if you are to apply probably this process into into the way they do things. If I am used to go and do my groceries at the supermarket I will find it hard to stop doing that completely or suddenly and to just start uh ordering everything online. So I do think that it's not. It's it's not a change that will happen overnight, maybe for for a small percentage of people that are highly adaptable and they they they embrace this new ways of doing things and the new technologies and new platforms, I think it it starts probably with that very small percentage of people that adapt to this and from there it just sort of expands and expands and expands and ultimately it will take quite a long period of time who we can speak months we can speak a few years until more and more people would actually embrace this because they see how the other people have embraced it and that it actually works. And by looking at the other people. Oh, that's so cool. So I don't need to go and spend 2 hours going into the supermarket to do my shopping. I can just spend 20 minutes or half an hour doing my online groceries and just placed an order. Oh, I do that. So the more those people that have actually embraced this, educate the rest of the people. The more people will get more familiar and they will try the idea and eventually this will become the new. Uhm, standard the new way of doing things. So eventually it will. It will take quite a while and this is not something that changes overnight.

**Interviewer:**

Great. And do you think people like Jeff Bezos or the the Reid Hoffman, I think he is the one who created Netflix. Do you think they were in control over achieving their extreme success?

**Participant 23:**

I don't think they were in control. I don't think they they could measure how much success they they would actually achieve. But I do think that they had a great vision in seeing. It's even hard to see the the the exact end result, but they they had an end result in mind and they saw an opportunity to improve those things. And even if they didn't know 'cause, it's impossible to know how far they would actually come. They knew that it would be a positive, and you'll be, you know, a step ahead.

**Interviewer:**

And what do you think can they control on the road to success?

**Participant 23:**

That's a tricky one, I think. Uhm, I do think that they have control in keeping things on track, and although you sometimes tend not to stick to the initial plan, I think their role in there is to sort of re route back and bring things back to the initial plan. But sometimes, even when you start in entrepreneurship, you might start with an idea and you will realize throughout the journey that your end goal is not necessarily the right goal or it's not necessary the way the things will end up so throughout the process. You might end up changing your end goal, so I think that the influence of these people is. To adapt where the end goal is, some of them might stick to the initial plan. Some of them might just adapt throughout the journey and just embrace the new end goal that is sort of derived from the initial end goal.

**Interviewer:**

That's great. Now we're almost well. We are halfway through the interview now, and from my point of view is going very well. What do you think? How do you find it?

**Participant 23:**

Love it, love it. Love it it. It's something I'd I'd really like. It's something that I try to be quite informed about. 'cause. I love the idea of entrepreneurship. I may not be the most up to date in terms of information, but I really love the topic.

**Interviewer:**

Great. So the next question is important for me to fully capture your thoughts on extreme success. Uhm, so do you think that Jeff Bezos and Elon Musk's contribution to society is big? What do you think is their contribution to our society?

**Participant 23:**

I do think that. They contribute a lot, in a sense, sort of in the way of how we do things? So if we are to take Jeff Bezos with with Amazon. I do think he contributes a lot to our lifestyle, to the way to the way we do purchases, to the way we shop. Uhm, but then there's only so much he can actually change, and I do think that success is highly related to how much they can change in our lifestyle. If they end up. If someone ends up changing your lifestyle completely. Then they will have a bigger influence in your life and you as a consumer you will become more dependent on their product or service. Now, if Amazon has started as a platform where you could shop around, and they've changed the way you shop. Then they see different opportunities in changing other aspects of your life. Now we see the example of Netflix. They saw an opportunity of not changing only the lifestyle of how you shop, but also the way of how you watch films. So then we've got Amazon Prime as a competitor to Netflix with a with a similar service, with the stream streaming service. So for now, we have Amazon changing this to aspects and then you see Amazon getting inspired probably. I'm not sure who came initially with the idea of doing online groceries or having the ability of ordering perishables…fresh foods. But then you see Amazon adapting into the way we not only the way we shop, I don't know clothes and and another object or like household objects, but also the way how we do, how we do groceries. So they start, they see opportunities in changing our lifestyle and different aspects of our lifestyle. And I do think that the more the more gaps they can spot in our in our lifestyle, the more they can change in the more dependent we've become on them. So they will have a few, a huge impact ultimately on how we do things they can control how we do things.

**Interviewer:**

And what are your thoughts on money and wealth being an indicator for how much an entrepreneur has contributed to our society?

**Participant 23:**

Again, that's that's that's tricky one and I probably don't know enough about about them to answer this question very accurately, but if I'm to give a very subjective answer. Oh, I think that. Uhm, it's not necessary proportional their their wealth will not necessarily be proportional to their contribution to the actual society. Some people have changed our life a lot and they still haven't acquired as much wealth as these individuals have. So I don't think that's necessary proportional.

**Interviewer:**

And do you have any one in particular in mind? So on who has changed our life, but hasn't become really wealthy.

**Participant 23:**

Again, I might not be extremely accurate with with things, but when I started list listing, all these individuals at the beginning of the interview so. Uh Bezos or Elon Musk, they've come into my mind because they are known to be in that mean the top wealthiest people around the world. But then we also have extremely popular individuals such as Bill Gates. But then Bill Gates, he doesn't have the same level of wealth that Elon Musk has. As in, Elon Musk is much more wealthy. Uhm, and again, this is a very subjective opinion, but I do think that Google. Sorry, Google. Bill Gates with with with Microsoft it's Microsoft, isn't it? I I do think that Microsoft has a bigger had a bigger contribution in in our life than Elon Musk had with Uh with Tesla or with his companies with, with, with the SpaceX or with or with PayPal? Then I don't see how is that proportional, because the computers and windows and the old Microsoft packages, they have changed the way we work as in Microsoft and ultimately. Uhm, Bill Gates, they had a huge impact on the the way we we do our basic tasks at work in. The products that we use in Windows in all the Microsoft package, I think like most of the companies they they use, they use Microsoft and. That's why I don't see how the level of wealth is proportionate to the way they change our life 'cause I do see that Bill Gates change and hadn't hidden much bigger contribution to our life than Elon Musk did. But then Elon Musks wealth is is much higher than Bill Gates.

**Interviewer:**

Great. So the next question is a bit controversial, but you did mention like in the beginning as a factor. So let's explore your thoughts further on this. So some people would say that luck plays a very important role in extreme entrepreneurial success. And some people with very extreme views would say that people like Jeff Bezos, Elon Musk are just lucky and don't deserve their profits. What are your thoughts on that?

**Participant 23:**

I think that they do deserve the the profits and this would go back to my initial theory of the more you try or the harder you work, the luckier you get. And I do think that, until they managed to actually establish these companies, so empires or whatever you want to call them, I do think that they've actually tried a lot. And by trying and failing a lot they they got to be so lucky.

**Interviewer:**

And what do you mean by luck when you use the word?

**Participant 23:**

Hard to define luck..some people I think, I think luck. Some people would define luck as something that happens to you, but you didn't have any input in into that thing. Now I don't think that if you were to look at the business, I don't think that you would get an incredible amount of sales by you doing nothing. No, you need to do something in order to get something in return. So me sitting on my desk and not doing anything. I don't think that people would queue up trying to come and buy my product if I don't do anything towards that. So the more I try to mark that product in to the people and have a better outreach and invest more time and contact more people and trying more and more and more than I can get luckier. Because then I'll probably end up having quite a few sales, right? This is just this is just an example of how luck works, but some people think about luck as being something that happens to you, but you didn't have any input towards that. So that's why I like to to say that the more you try, the luckier you get. You need to have your own input. In order to get lucky and eventually luck eventually like…eventually, one or a few of those sales might be off, like extreme success, or like any an incredibly big value, or might be an incredibly big opportunity, or might be a very influential person that you actually meet in in that process. That's what I call luck. Eventually by trying you will meet you will get…you'll get to find something extraordinary, either an extraordinary contract or an extraordinary person, or maybe an extraordinary…ally, an extraordinary person to join you not only as a client, but maybe a person with with similar goals. So you need to try in order to get lucky.

**Interviewer:**

And how big or small do you think is luck’s role?

**Participant 23:**

I think I mean. I think it, I think it's it's really big. I think it's really important. Because eventually, if you probbly didn't get that incredible, incredible deal, you wouldn't be at the level you're at probably by doing nothing…you don't achieve nothing. By doing something, you achieve a little bit. By doing something more, you achieve a little bit more, but then you have only one piece of luck, only that one percentage of luck of achieving that incredible success…that incredibly big deal that I don't know… the one.

**Interviewer:**

Great. Any other thoughts on luck generally in our lives, do you think it's different than in entrepreneurship?

**Participant 23:**

With luck. No, no, I think. Old principles go back to basic I think. Everything is…Life is generally all based on the same principles, so even in life, even if we don't talk about entrepreneurship. Nothing will happen unless you start doing something. Life will give you opportunities sometimes, unless you take that opportunity, you'll never get lucky. Absolutely never get lucky. Like you need to take all the chances that are given to you in order to get lucky and not even rely only the chances that life gives you, but only also working, having your own input into getting more chances. Nobody. If if we are to not refer to entrepreneurship, if we are to refer to I don’t know, a job. I have recently had conversations with people applying for jobs. If you don't apply, maybe once in awhile you'll get headhunted. If you are a person, I don't know. We did. We did decent experience or with valuable education maybe once in awhile you'll get headhunted. Will you get lucky from that? Most of the people probably won't. Maybe one in a million will and I don't know the the lucky opportunity would knock on his door. Uh, if you start applying for jobs, if you apply for a few jobs, probably eventually enough, I don't know, In a long time you will end up finding that lucky job that luck your portunity that is yours. If you actively applying for jobs and you you put the work into it. You look at the way you apply the way you CV looks like and the way you do things in what doors are you knocking in what ways you're knocking to those doors? Are you just applying for the classic process? Are you trying to do something different? If something outstanding, something. There was the example of like people getting jobs through Tik Tok of like doing a film and instead of applying in the classical way of handing in a CV or an email, they would film themselves and it would just send the film to Tik Tok or tag Tik Tok in a story and then getting employed, they did something extraordinary here and it's the way they do things. So by doing and by the way you doing. You probably would have that luck coming sooner or you probably have multiple options to choose from, so the principle is the same as the entrepreneurship principal. The more you try the various difference the various different ways that you try and test, you would learn things. But this is what I categorize this hard work volume and ways of doing it. You need to try multiple times and you need to try in multiple ways to to to find your way and to find that luck.

**Interviewer:**

That's great. I really appreciate your willingness to express your thoughts on this and it's very important because you're helping me understand like the other participants too, I want to get in depth with this and try to resolve it. So what, what do people think about extreme success? So I've got one last question. Is there anything else about extreme entrepreneurial success that you would like to share? And I didn't ask?

**Participant 23:**

I think we pretty much covered everything. Here is a pretty pretty in depth conversation, probably even a bit more in depth. And then I have actually thought so I would say no.

**Interviewer:**

Uh, yeah, I would really like to go in depth with my research, so if you know anyone that could help me out by being a participants, feel free to put me in touch with them.

**Participant 23:**

I think I actually do. There's a really interesting. Uhm, channel that I follow. Uhm, this this guy in the United Kingdom called Simon Squib. And his project is something that he calls a billion dollar company. So he's trying to which to start from scratch from zero, although he's a fairly wealthy guy and with a wealth of experience 'cause, he's created about 19 or 20 different companies in his…during his life in various countries. Now he's trying to prove himself and society entrepreneurship is not as hard as people think, and that you can actually get to go big and to be successful and start with nothing. So he's created this great community where he's offering education and advice and. Uh, even…he's even created this space in London called the entrepreneurship house, where people can actually go and get advice and assistance, and people can support each other. So I think that's probably a channel in a community. You should join. You probably find a few more participants that would like to be interviewed from there. I will give you. I'll give you his social, then his discord channel

**Interviewer:**

Yeah, yeah, sure. Everything that is online will be really helpful for you to watch C and contact people. OK, great. I'll stop the recording.