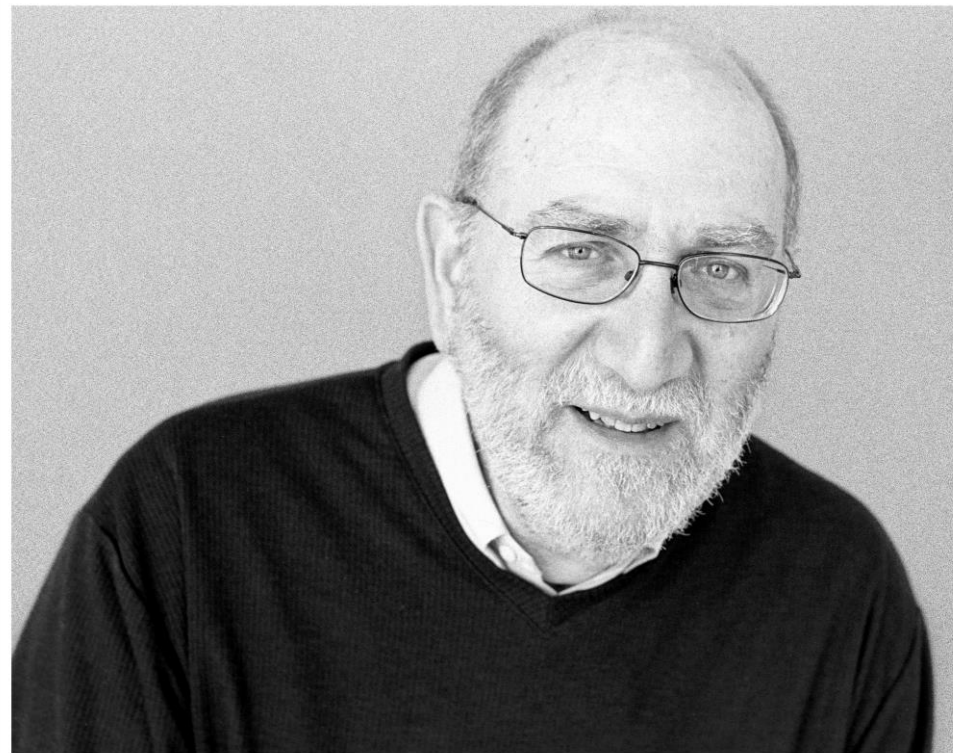


The Story of Paul Tasner (And Key Takeaways for Our Profession)



“I felt like this was my last hurrah. And I didn't want to go out as a consultant. I wanted to do something special and it felt like my last chance to do that. And this idea for the business started to bubble up inside me...”

Paul Tasner

So Paul Started a Company At 66...

- Designs & manufactures packaging from paper and agricultural waste
- Virtual company
- Clients include Google, Campbell's, Anthropologie & BASF



“Young people are just smarter.”

Mark Zuckerberg
Founder, Facebook

**“The cutoff in investors’ heads is 32.
After 32, they start to be a little skeptical.”**

Paul Graham
Venture Capitalist

Age and High Growth Entrepreneurship

- Northwestern, MIT and US Census Bureau team up
- Look at 2.7 million company founders (full universe)
- Released in March 2018



Study Findings

	<u>Average Age at Founding</u>
• Company Founder	41.9
• High-Growth, Tech Company Founder (top .1% of companies)	45.0
• Company Founder with successful exit via acquisition or IPO	46.7

“A founder that is 50 years old is 1.8 times more likely to start a top company than a 30 year old founder.”

Age & High Growth
Entrepreneurship Study

**“The longer you’ve been around,
the better your odds of success.”**

Dr. Benjamin Jones
Professor of Strategy
Northwestern University

Lessons For Our Profession

- Beware the myth of the Silicon Valley wunderkind
- Keep your eyes open for the next “Paul Tasner;” He/she is in your community



For More on Paul Tasner...

- Check out my interview with Paul on the Second Act Stories Podcast: “Fired at 64...An Entrepreneur at 66”
- Listen to his Ted Talk: “How I Became an Entrepreneur at 66”



Thank You

For obtain a copy of the study:

Search “High Growth Entrepreneurship and Age” at Northwestern’s Kellogg School of Management

To reach the 57-year old presenting this:

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