

BUILDING THE "A" TEAM

SHARON KAN

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- Serial entrepreneur, Multiple CEO/President positions, 4 exits (Oracle, Microsoft, SSA, Barnes & Noble)
- Currently:
 - CMO, Atentiv
 - Co-founder and Chief Visionary Officer, Babson's WIN LAB



ABOUT

WINNERS

LEADERSHIP

CONTACT



MEET OUR WINNERS

Filter year: 2013

 EMILY LAGASSE	 HAIFA ALHUMAID	 JOANNE LOUIS
 NATALIA PINZON	 NATALIA PINZON <small>6.03.13: A winning opportunity for women? Selling ethical, natural beauty products online allows for a community of women with a wealth of knowledge, support, and resources. Together, we can help redefine the beauty industry to value its most valuable resource: products.</small>	 HAIFA ALHUMAID
 DANIELA ORTIZ	 BRITTANY LO	 DANIELA AFONSO
 EMILY BRADY	 SARA ANWAR	 SAVITHA SRIDHARAN
 MARIA BECERRA	 MICHELENE WILKERSON	 PRANJAL HEGDE
 REBECCA ROSA	 TEJAL PATEL	 PATRICIA PALUMBO MANCERA



WHEN I SAY CO-FOUNDER WHAT DO I THINK ABOUT?

Marriage

Love/Hate

1+1=10

Common goals

Partnership

Friendship

Difficult conversations

Trust

Personal

Professional

Complementary

Growth

Fulfillment

Set backs

Failure

Happiness

Bitterness


Past

Future

Hope

THE “HEAD, HEART, GUT” STRATEGY TO MAKE THE RIGHT CHOICE FOR YOU

Head Strategy

- Right skills set
 - Complementary skills set
 - Past experience
 - Needed experience
 - Product/Market knowledge
 - Level of Education
 - Past success
 - Network
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THE “HEAD, HEART, GUT” STRATEGY TO MAKE THE RIGHT CHOICE FOR YOU

Heart Strategy

- Chemistry
- Non Verbal Communication
- Core Values
- Passion
- Commitment
- Emotional connection

Gut Strategy

- Does it feel right
- Does it feel good



THANK YOU

Sharon Kan

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