

BILL REICHERT

Bill Reichert is a company builder, an enabler of entrepreneurial visions. Bill searches the globe for brilliant entrepreneurial teams, focusing on the team's passion and commitment, not just numbers and spreadsheets. Bill is currently Managing Director of Garage Technology Ventures, a seed and early-stage venture capital fund that looks for "extraordinary entrepreneurs with unique technologies that can become great companies." As a co-founder of Garage along with Guy Kawasaki, Bill knows that entrepreneurship is about creating value, not just wealth. And great companies are started by brilliant teams, not just brilliant individuals.

As Bill describes it, "Perhaps the top indicator of success for an entrepreneurial team is that it's motivated by some higher goal, beyond ROI. ROI is key in every business plan, but what we look for from entrepreneurs is something that gives them a bigger goal than just being a little bit cheaper, a little bit faster, a little bit more economic for their potential customers." Companies of all sizes are interested in growth, so Bill's expertise in building companies and creating value resonates with a variety of industries. Bill also talks to companies about how to build a good management team, how to be adaptable, how to have a compelling Wow! statement instead of a mushy mission statement, and the importance of taking action.

Mr. Reichert has over 20 years of experience as an operating executive, and his programs are full of real life examples. His real-world experiences include time as a senior executive and sometimes co-founder at The Learning Company, Academic Systems, and other software and hardware companies.

Bill Reichert earned a B.A. at Harvard College and an M.B.A. from Stanford University. He was a Founding Board member and a Chairman of the Churchill Club, and a Board Member of the Silicon Valley public and private organizations, including Stanford University and the University of California.

Mr. Reichert is also a member of The Council on Foreign Relations, an independent, nonpartisan membership organization, think tank, and publisher. The Council's main purpose is to provide a nonpartisan forum for informed policy debate. Bill has a passion for igniting forward-thinking conversations and engaging a broad audience in discussions about public policy and foreign relations.

Bill Reichert is also involved in specific global issues including the importance of technology innovation in the areas of energy, economic growth, global security, and the environment.