

[Transcript] My First Million / Greatest Hits #4 - How To Sell Your Company for \$750M - Meet Vungle's Jack Smith

All right.

Quick break to tell you about another podcast that we're interested in right now, HubSpot just launched a Shark Tank rewatch podcast called Another Bite.

Every week, the hosts relive the latest and greatest pitches from Shark Tank, from Squatty Potty to the Mench on a Bench to Ring Doorbell, and they break down why these pitches were winners or losers, and each company's go-to-market strategy, branding, pricing, valuation, everything.

Basically all the things you want to know about how to survive the tank and scale your company on your own.

If you want to give it a listen, you can find another bite on whatever podcast app you listen to, like Apple or Spotify, or whatever you're using right now.

All right.

Back to the show.

This episode is brought to you by the HubSpot Podcast Network, but what is the HubSpot Podcast Network?

That's right.

It's a new thing by HubSpot.

They started with our podcast, and now they're branching into more and more podcasts with experts in different business areas.

So you might have a podcast about marketing, or sales, or operations, or customer service, and we're going to go over through the different podcasts on this network.

Some are more entertaining, some are more informational, some are a good mix of both.

That's what we try to do here.

And HubSpot's goal here is to have on-demand mentors.

So if you're an entrepreneur, you're a startup, you're scaling up, you're going to be able to hear practical tips and inspirational stories by listening to the different podcasts on their network, which by the way, I think this is a smart idea.

Too many brands just try to sell you their thing.

HubSpot, I love their approach here.

Just put out great, valuable, free content and help more companies succeed, and the more companies that we help succeed, the more we'll eventually come back to us, sort of like a good karma kind of thing.

So listen, learn, and grow with HubSpot Podcast Network, HubSpot.com slash Podcast Network.

All right.

We have another Greatest Hits episode.

This one is with one of my closest friends, Jack Smith.

Sean interviewed Jack about a year and a half, two years ago, and it's a great episode.

People still write to me about this episode.

And Jack is a really interesting person because he thinks differently than anyone I've ever met.

So for those of you who don't know, and it's probably most of you, Jack Smith is pretty low key.

You're not going to hear a lot from him because he doesn't talk too much and he likes to kind

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of stay under the radar and social media.

But Jack, when he was only about 22, started this company that he sold when he was around 30, maybe 29, for around \$800 million in cash.

And he only worked on it for about three years before leaving to pursue some other stuff.

But it worked out wonderfully.

And he's done something, a bunch of big, big stuff.

And he's done a ton of other big things.

And so it's really interesting to hear what he has to say.

But more than what he has to say, I want you to listen to how Jack thinks.

So what I love about Jack is that basically, when I think of ideas, I will think of a company idea and I'll think, well, if I do this, then it might not work because of X, Y, and Z.

But that's not really how Jack thinks.

You see, when he thinks about stuff, he thinks, well, this actually could work for this reason, this reason, and this reason.

And he doesn't ever let any type of outside perspective ruin his ideas or prevent him from thinking that it can work.

So when I think of ideas, maybe when you think of ideas, you think, well, this person tried it and it failed because of blank.

Or I can't do that because I don't know the right people.

Or I can't do that because it's never been done before.

If you spend enough time around Jack, and this podcast is about 50 minutes long, so hopefully it's enough time for you to kind of absorb this, you'll notice that he thinks differently than anyone.

And I think that there's a lot that you can learn from this and a lot that you can shape the way that you think because I listen to this podcast every couple of months to kind of reflect them and change how I think.

And I also call him on a weekly basis so I can kind of absorb his way of thinking.

And it's really refreshing.

So listen to this.

A few of my favorite parts are when Jack first moved to America, he's from England.

When he moved to America, he put ads on LinkedIn in order to meet his first investor.

He actually raised a little over a million.