

## **EPI 2 – The high-tech paradise**

### **1. Welcome to Silicon Valley**

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**Narrator:** After a beautiful car ride to San Mateo, we had a quick chat with Charlie, program manager at Draper University, about what really makes Silicon Valley such an amazing startup paradise.

**Charlie Taibi:** I come from New York, a place where I really see finance being the main driver of the economies over there. When you graduate university, people go after those jobs. They're safe. But when you come to Silicon Valley, the energy that exists here, it's intoxicating. And it's because you're not sitting behind a desk from 9 to 5, you're going after what you want to go after, and it is about meritocracy. Do you have an idea? Can you do it? Can you put together the right team?

Anybody is going to listen to you. It doesn't matter if you're 16 years old, or if you're 35, or if you're 70 years old. If you can do that, people will listen to you. And we really see that through passionate people. That's what I love about this place, it's that we can put all these different people, no matter where you're from, how old you are, into the same room, they can talk to each other, because they all know that at the end of the day, they can go after whatever they want and they're not chained to anything, they're just gonna follow their hearts.

**Narrator:** Silicon Valley is not just a place: it's a state of mind. You feel it talking to people, sitting in a café, looking into someone's eyes. You know you can trust them. You know you can make it happen. The energy you get is limitless. But the true secret is that wherever you go, you can bring the Silicon Valley spirit with you. Its energy is contagious and will never leave you. You don't have to be there to build something meaningful. You don't have to be there to be successful.

If your city doesn't help you, start thinking outside the box. Be the pirate of your ecosystem. The real Silicon Valley is something inside you. If you start shaping your behavior, if you start to be open and helpful, if you start thinking big, you will influence those who surround you. Welcome behind the scenes of Silicon Valley. Welcome to the mindset that allows you to change the world.