



## An Interview with Entrepreneur Gary Whitehill



### ***Lessons in Being Unstoppable***

*This Nine Work Lives Podcast is available for [download from itunes.](#)*

*This podcast interview outline contains no sales messages. Just listen, learn, and enjoy.*

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*In this interview, Gary Whitehill, Founder of the Relentless Foundation and New York Entrepreneur Week (NYEW), describes how NYEW came about, and how, after launching in mid-2009, Gary and his partners attracted 13,000 aspiring entrepreneurs to the first event in Nov 2009, and well over 100,000 at the second event in April 2010. You'll get a sense of what it takes to be UNSTOPPABLE, and relentless in moving your vision and your mission forward when you hear Gary tell his story.*

Time in Min/Sec	Topic	Notes
0:00	Introduction	
2:01	Birth of an Entrepreneur	Gary at age 12 first venture
4:00	Filing 1 <sup>st</sup> patent at age 17	<i>"Here's my idea. What do I do?"</i>
5:53	Moves to NYC at age 23 in 2007	<i>"I didn't have a plan, I didn't have a vision."</i>
8:15	Relentless Foundation & NY Entrepreneur Week	Vision for K-12 education by 2030
9:35	NYEW	<i>"We put the best &amp; the brightest in front of the entrepreneur who needs it most."</i>
11:47	How did Gary get from 2007, no job, knowing no one in NYC, to founding NYEW?	<b>NYEW has attracted more than 100,000 UStream viewers during the April 12-16, 2010 event.</b>
14:29	Feb 2009 Gary takes a look at what he's learned, and where there's an unmet need. June 2009 Forms Non-Profit	<i>"I wanted to build a platform that would change people's lives."</i>
18:05	How did Gary get others to buy-in to his vision and mission?	He met with 700 people. Listen to hear about how he approached them.
18:39	How did he attract all of the 70+ speakers for the first NYEW, which he and his team successfully produced a mere 5 months after creating non-profit Relentless Foundation (parent of NYEW)?	And how is it that they all paid their own travel and lodging expenses to NYC for the event?  <i>"So many people believe in what we're trying to do."</i>
21:00	What's next for NYEW?	Short 5 year overview
22:22 – 25.29	Discussion about Streaming presentations live.	[since this interview, a benefactor stepped forward and made it possible to live stream the presentations during the April 2010 event.]
25:30 – 28:39	About the April 2010 NYEW and the value to entrepreneurs.	

Time in Min/Sec	Topic	Notes
29:53	Social Entrepreneurship	<i>"Business is all about emotional connections with consumers, and consumers love to hear great, inspiring stories."</i>
33:00	"Gary, do you have any words of advice for the aspiring entrepreneur?"	<i>"A lot of people think it's easy...and magically you just become a millionaire."  "What's your passion?"</i>
37:34	"Do you have weak moments? Doubts? Fears? If so, how do you work your way through them?"	<i>"I've taken time to understand myself...if you don't, you're not going to be able to put the right support system in place to catapult you to success."</i>

## SUMMARY REMARKS

by Louise Holmes, Founding Partner of Nine Work Lives

I volunteered for the first two days of the April 2010 New York Entrepreneur Week, and saw up close and in action the team of three people who together organized, pitched, sold, managed, invited, etc. etc. etc. this event. Partnering with Gary Whitehill were two other serial entrepreneurs. They were Aron Schoenfeld, who has just launched a new venture to teach networking and face-to-face communication skills, at <http://doitinperson.com>, and Kerry Bannigan, CEO of <http://www.nolcha.com>.

For more information about New York Entrepreneur Week, go to <http://www.nyew.org>.