

Hi David,

May I interview you in-person on October 6 or 7? Understanding you're busy - we could be really efficient and knock it out in 15 minutes if you'd like. I'd also like to meet you and see if there are any ways I can help you down the road - especially in the Raleigh-Durham area where I live.

The purpose of this interview....

I'm advising lots of entrepreneurs in the Raleigh/Durham, N.C. area. Some have really big ideas. I'd like to ask you questions about how founders should go about applying to great communities such as TechStars. What actions should they take to improve their chances of being selected? What are the traits of founders who are successful? What segments do you see have big potential in the next five years? I'll compile the interview, edit it, and then send it to you in case you'd like to review it, and then post it to my website and provide it to those seeking advice. This way, your knowledge can be spread into the hot Raleigh-Durham market.

More about me...

I'm an angel investor mostly in the sales and marketing intelligence space (i.e., [etailinsights](#), [BoardRoomInsiders](#), others...). I sold my first startup, [First Research](#), to Dun & Bradstreet in 2007. In 2011, I co-founded [Vertical IQ](#), which provides industry call prep sales knowledge to banks. My book, *The Hockey Stick Principles*, is about the four stages of entrepreneurial growth and will be released by Flatiron Books (MacMillan Publishing) in April, 2016. I love tennis, hiking, concerts, and being outdoors, and yes, Boulder!

Look forward to meeting you!

Bobby