

## Steve St. Pierre's One Minute Confidence ("C") Tip

**The C Tip** is an insight that will inspire, educate and/or make us think about our lives differently. Give yourself a gift of the next minute to enjoy this message. (If you get something out of it...share it by forwarding to someone you care about.)

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January 29<sup>th</sup>, 2015

*How They Did It: Billion Dollar Insights from the Heart of America: Tom Krauskopf* <sup>i</sup>

Tom Krauskopf is the creator of Spyglass, which led to Internet Explorer, as well as Parlano, a secure instant messaging technology company. He also started his own trucking company, sold it to a larger trucking company, and became CFO.

### Beginnings:

Working on Internet networking software and imaging technologies at the National Center for Supercomputing Applications (NCSA) at the University of Illinois back in 1985, Tom Krauskopf was inspired to create Spyglass. His claim to fame, however, is the NCSA's development of Mosaic, the first popular Internet browser. He licensed Mosaic to nearly 100 companies, including Microsoft. The Spyglass version of Mosaic became Internet Explorer.

By 1995, Spyglass was the first Internet software company to go public, a month before Netscape. The IPO for the company raised \$30 million at a \$90 million valuation.

After the success of Spyglass, Krauskopf went on to build other startups, and eventually got his commercial license to drive a semi. He started his own trucking company and then began another startup in transportation called FreightZone.

### Struggles:

While Krauskopf does not detail particular setbacks, his advice for someone starting a company is to "get rid of people who aren't pulling their own weight."

### Success:

Krauskopf credits the success of Internet Explorer to "the kind of luck that favors the prepared." They had an engineering team, management, and sales people best suited for their new product, and the luck followed. Spyglass was sold to OpenTV in 2000 for \$2.5 billion.

**Next week: Eric Lefkofsky of *Innerworkings*, *ECHO*, *MediaBank*, and *Groupon*.**

### Quote:

"I always get more energy and can focus more on the right problems when I've actually tried to do something myself. You go do the job in order to find out the real story." – Tom Krauskopf

Confidently yours,

Steve

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**We help create confident futures!**

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*How They Did It* is a book of inspiration, ideas, and advice from 45 success stories cultivated by Robert Jordan. Jordan has been growing and launching companies for 20 years, and was listed on *Inc.* Magazine's 500 list of fastest growing companies for his first company, *Online Access*. Jordan spent four years gathering and interviewing successful company founders, who describe their failures and reveal their secrets to success. (Northbrook, IL: RedFlash Press, 2010). Robert Jordan is not affiliated with LPL Financial.

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