IGOR VAINSHTEIN · SPOKEN INTRODUCTION

Please read as written.



PRONUNCIATION

Igor → EE-gor Vainshtein → VINE-shtine

"Eagle" without the "-gle", then "gore". Vainshtein rhymes with "fine-shine".

30-second introduction

Our next speaker has been at rock bottom so many times, he jokes that he has a membership card.

Igor Vainshtein has started more than twenty companies. Most of them failed. One of them he sold to GOLFTEC. And he turned all of it into a framework called Deal With It — and into a business game he has presented at TEDx and the United Nations.

Please welcome to the stage... Igor Vainshtein.

Notes for the emcee

- Igor is pronounced EE-gor ("eagle" without the "-gle", then "gore"). Vainshtein is VINE-shtine (rhymes with "fine-shine").
- The "membership card" line gets a laugh — give it a beat before moving on.
- Please read the introduction as written rather than from the long bio; it is timed for the walk-on.
- If the event includes the Entrepreneurpoly™ workshop, add: "...and this afternoon you'll be playing his game."

60-second introduction

Our next speaker started his first business at the age of seven — selling bottled water at a Soviet summer camp.

Since then, Igor Vainshtein has started more than twenty companies. Most of them failed. He has been at rock bottom so many times, he jokes that he has a membership card. He has also built a multimillion-dollar firm from scratch and sold a company to GOLFTEC, one of the biggest names in golf.

He turned all of it into Deal With It — a framework for making progress inevitable when the conditions aren't — and into Entrepreneurpoly, a business simulation game he has presented at TEDx and the United Nations.

He is a two-time TEDx speaker and the bestselling author of Practical Manifestation and Agile Manifestation. And today he is going to show us what he learned the hard way, so we don't have to.

Please welcome to the stage... Igor Vainshtein.