

# Do-er's Dossier

AN INSIDE LOOK AT CHESTER BILLINGSLEY, MENTOR CAPITAL

CHESTER BILLINGSLEY, PRESIDENT

**Mentor Capital**

Campbell, California

**Age:** 44

**Birthplace:** White Bear Lake, Minnesota.

**Height:** 6'1"

**Weight:** 210

**Hair:** Gray with brown highlights.

**Eyes:** Blue

**Marital status:** Married to Jennifer.

**Children:** Wyatt - 3; Troy - on the way.

**Residence:** San Jose, California.

**Education:** M.S. Applied Physics from Harvard University, Undergrad - West Point.

**My career goal at 5:** To be a banker.

**My career goal at 21:** To be a physicist.

**Career goal at 44:** To be an investment banker.

**First job:** Shoveling manure for a rich guy's garden, at age 14.

**Present car:** Porsche 930.

**Magazine subscriptions:** *Forbes*, *The Economist*, *Fortune*, and *Red Herring*.

**Heroes:** Albert Einstein, Madame Currie, Babe Ruth, and Benjamin Franklin.

**My biggest splurge:** Wife's heart-shaped diamond ring.

**Last book read:** *The Warren Buffet Way*, by Robert G. Hagstrom, Jr.

**My favorite book:** *The Prince*, by Niccolo Machiavelli (not to be confused with *The Little Prince*.)

**I knew I'd made it when:** People I didn't know, advised people I didn't know, that any business dealings with me should be taken seriously.

**Secret for success:** Work extremely hard - including through the night, if needed.

**Favorite food:** Pot stickers with red hot chili oil.

**Favorite Drink:** Grande Vanilla Mocha, non-fat, light whip, from Starbucks.

**Favorite shows on TV:** Did not own a TV for eight years.

**Favorite movie:** *Good-Bye Mr. Chips.*

**One night I'll never forget:** Getting the world's first wave-length tunable infrared-laser to work at 3:00AM, age 20.

**My passions are:** Finding simplicity on the far side of complexity.

**Superstitions:** Fortune cookies (they have not failed me yet)!

**Hobbies:** Writing, club races, and lifting weights.

**Motto or phrase I live by:** You can't do a good deal with a bad guy.

**Pet peeve:** People who bring me excuses for poor performance and, incredibly, expect me to accept them as if I were a grade school teacher.

**Most embarrassing moment:** Breaking my locked office door at 6:45AM, when I just tried bend it open a little.

**I'd give anything to meet:** General Douglas McArthur.

**My fantasy is:** To teach willing students about business.

**Mentors:** Ed, who taught me to help others, and Mel who taught me to tie a tie.

**The last time I cried:** When my son, Wyatt, was born.

**I realized the barter industry was growing up when:** Big companies started using barter for foreign trade transactions.

**The barter industry would be better if:** There was a perfect certainty of the transaction being available and happening.

**The biggest misconception about barter is that:** It's free money, rather than one form of negotiated exchange that needs to be controlled and monitored like any purchase order.

**The thing I'd like to change about myself:** To be able not only to conceive of ideas, but more effectively persuade others of their truth.

**The one thing that frightens me:** Excessive spending and correctness in government, at the expense of common sense.

**I'm so tired of:** The expanded process, costs and awards of the American legal system.

**I think they're under-rated:** Stay at home Moms.

**I think they're over-rated:** Young MBAs at large financial firms.

**The thing I remember most about my childhood:** A sugar and butter sandwich with the other boys at the "fort".

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