

>: Life as a Tech Insider

Wednesday, December 20, 2006 / Wayne Mulligan

Ever since I started writing for the *Tycoon Report*, and especially after launching *Tech Stock Insider*, I've gotten a lot of e-mails from folks asking me, "Wayne, how did you get involved in the tech space? Why should I trust you to give me advice in this sector?"

Now, those are very valid questions. I mean, I write here every week, toss out a recommendation every now and again, but you don't really know much about where I'm from or what I've done to get to this point in my life.

A little background information is in order. I think it'll give you a little more perspective on where I'm coming from and why I can confidently say that if you have *any* money invested in the tech sector, you'll be much better off listening to what I have to say.

I know that may sound arrogant or confident, depending on how you look at it, but I can truly say that I've seen this business from every angle, and I don't care if I'm talking to a regular investor on Wall Street or Bill Gates himself. I'll hold my own!

So I'm going to give you a quick three-act story of my life since I've been involved in this fantastic and sometimes dramatic sector.

So without further ado?

Life as a Techie? Act I

Let me start from the beginning? let me bring you back a number of years to when Wayne Mulligan, Chief Investment Officer of *Tech Stock Insider*, was just Wayne Mulligan, High School Freshman.

It seems like ages ago, but I vividly remember that year because that's when I was first introduced to the wonderful world of software development. In other words, I had no social life so I sat in my house all day banging away at my keyboard trying to make "cool" programs.

After about a year of honing my development skills in other words, still no social life I decided to begin e-mailing owners of different software companies and just flat out ask for a job?no resume, no work experience, nothing!

I just had a heck of a lot of confidence or maybe ignorance but in any case, my pitch went something like this:

"Dear Mr. So-and-so: My name is Wayne Mulligan and I'm a software engineer based in New York. I have a lot of experience building applications in Visual Basic, and I think I could really help your company out. I've attached a sample of my work."

Mind you, this was back when people weren't afraid to download stuff that came through their e-mail.

Now, I thought I was just grasping at straws here. I was a 15-year-old, pimply faced kid, and the only "real" work experience I had up until that time was serving bagels at the local bagel shop.

And while putting *just* the right amount of creamed cheese on somebody's morning poppy seed bagel was a big responsibility, I certainly had a lot to learn about what it would take to cut it in the *real world*.

But, lo and behold, I get an e-mail back from one of the largest add-on developers for America Online?from the President himself no less.

He tells me he really liked my program and would love to set up a time to have a call with me.

A call with me!?

I had to actually get on the phone with the owner of this company? I could barely muster the courage to talk to Susan Dispenza (the girl in my 3rd period math class who I had the *biggest* crush on.) How was I going to talk to the owner of a multi-million dollar company?

I guess when I started sending those e-mails, I really didn't think anyone would get back to me, let alone take me seriously enough to have a call with me.

Well, to make a long story short, I had a few great phone conversations with the president of this company, and the rest is history?the end?

Just kidding?

Needless to say, everything went *very* well, and I'll even fast forward a year for the sake of brevity.

Logitech (Nasdaq: LOGI) and had done very well for himself.

So I decided to give him a call and see what he thought about all of this ? it was a bit overwhelming for a 16-year-old to have to deal with. Most of my peers only had to worry about Friday's Spanish quiz.

I had to worry about debugging code and making sure the customer support staff was aware of a particular ?subclassing? problem that I was on the verge of fix

So my family friend, Victor, told me that I should ?stop thinking like an *employee* and start thinking like an *employer*?

If I was really getting all of this work thrown at me, why shouldn't I take all of it on? Why shouldn't I make all the money I possibly could?

Good question, but there was only one problem?There was only one of me, and I was barely keeping up with the workload I already had. Victor's point exactly!

So the next thing I knew, I was incorporating my own company, raising money from an angel investor and hiring employees that were all almost twice my age.

And that's when things got *really* exciting!

But you'll have to wait until next week for Act II.

Have a great week, and a very Happy Holidays to you and yours!



Wayne Mulligan
Chief Investment Officer

>