



Newsletter – August 2021

A Growing Search Community in Australia

The EtA Community continues to grow in Australia. We're meeting with new-to-Search entrepreneurs weekly as they begin their exploration into Searching. We are also meeting with Aussies returning home, having completed MBAs, and working offshore, and are now planning to Search on home ground.

The monthly Community Connect calls have taken on a life of their own as Searchers across Australia meet to discuss common themes and challenges and share their insights.

The Budding *Acquired* Community

Over the past 18-24 months, 10 acquisitions have been made by Searchers across the country. It's often said that *"it's lonely at the top,"* and once Searchers become CEOs, it is as important as ever that they remain connected in their shared journey. Commencing next week on 23 August, CEO Community Connect Calls, tailored to Searchers who have acquired, will run bi-monthly.



In the press

Online and print media featured articles on the launch of our WayFinder Capital fund raise to build Australia's first Fund of Funds dedicated to investing in Search.

- [Search-fund enterprise gets cracking](#)
- [Aussiepreneurs will drag Australia out of the recession – but they'll need a hand-up to do so](#)

Getting Search Ready (GSR)

A growing number of potential Searchers have undertaken our online Getting Search Ready (GSR) program this year. Designed for people wishing to explore EtA in Australia, the program consists of multi-staged self-paced modules that allow potential Searchers to fully explore the opportunities open to them in EtA in Australia. The program is supported with coaching and debriefings on capability, as well as psychometric testing and assessments. For more information on GSR contact Trish.

*“Getting Search Ready was **really helpful**. It covered almost everything about the Search Fund topic and **the steps to launching a Search Fund**.” – Miguel Donnenfeld, Melbourne, VIC*

*“The Getting Search Ready program is ideal for anyone who has considered acquiring a business but does not know where to begin. **This program provides a pathway, with a proven track record**, to owning and operating your own business.” – Andrew Henderson, Perth WA*



Podcasts of Interests

[Clearer Thinking E58: Risk-Driven Development and Decentralization with Satvik Beri](#)

This isn't about search at all, or is it? Listen to the conversation about risk driven development and for me the parallels to what a searcher goes through (feedback loops from investors and business owners) is gold. It's a bit long, but worthwhile.

[The Naval Podcast | How to Get Rich: Every Episode \(Lessons in Life, Entrepreneurship, and Building Wealth from Naval Ravikant\)](#)

The title says it all. This is an interview with Naval Ravikant which is actually based on his Tweet Storm from 2018. At over 3 hours long settle in with a coffee (or something stronger). The lessons while deeply pragmatic come thick and fast, so you might need to stop every so often. It blends wisdom on life and entrepreneurship beautifully. There is a wonderful piece in it about developing judgement.

[Pete Seligman Podcast – Lui Pangiarella](#)

Informative [podcast](#) on all things Entrepreneurship through Acquisition with Co-Founder at [Second Squared](#) and [WayFinder Capital](#), [Lui Pangiarella](#). A great summary of the first 3 years of our journey in bringing Search Funds/EtA as a concept to Australia and as a highly potent investment class to savvy investors who understand the concept of patient capital, and the need for promoting “entrepreneurship” beyond ‘start up.’