Years, Thinking, Long, Technology, Watches, Tv Shows, Entrepreneur, Smart, Jobs, Trying, Business, Stupid, Knows, Success, Littles, Wells, Looks, Dvds, Tvs, Two

If the Starbucks secret is a smile when you get your latte... ours is that the Web site adapts to the individual's taste.

~Reed Hastings

Most entrepreneurial ideas will sound crazy, stupid and uneconomic, and then they'll turn out to be right.

~Reed Hastings

Companies rarely die from moving too fast, and they frequently die from moving too slowly.

~Reed Hastings

Comparing Apple to Netflix is like comparing apples to oranges, especially if the oranges made so many mistakes that people stopped eating oranges and just went back to Blockbuster.

~Reed Hastings

I founded Netflix. I've built it steadily over 12 years now, first with DVD becoming profitable in 2002, a head-to-head ferocious battle with Blockbuster and evolving the company toward streaming.

~Reed Hastings

The Costa Rican government is prioritizing laying fiber optic over paving roads. Costa Rica is trying to become one of the Internet societies. This is happening throughout the world.

~Reed Hastings

It is clear that for many of our members two websites would make things more difficult, so we are going to keep Netflix as one place to go for streaming and DVDs.

~Reed Hastings

Do not tolerate brilliant jerks. The cost to teamwork is too high.

~Reed Hastings

The best managers figure out how to get great outcomes by setting the appropriate context, rather than by trying to control their people.

~Reed Hastings

Tomorrow when you come to work, if it doesn't make the customer happy, move the business forward, and save us money - don't do it.

~Reed Hastings

Be brutally honest about the short term and optimistic and confident about the long term.

~Reed Hastings

Taking smart risks can be very gratifying.

~Reed Hastings

I got the idea for Netflix after my company was acquired. I had a big late fee for Apollo 13. It was six weeks late and I owed the video store \$40. I had misplaced the cassette. It was all my fault.

~Reed Hastings

I learned the value of focus. I learned it is better to do one product well than two products in a mediocre way.

~Reed Hastings

Human entertainment will have moved on to something new. Then the ultimate challenge for us is, can we figure out what that new form of entertainment is?

~Reed Hastings

The Netflix brand for TV shows is really all about binge viewing. The ability to get hooked and watch episode after episode.

~Reed Hastings

Don't be afraid to change the model.

~Reed Hastings

When there's an ache, you want to be like aspirin, not vitamins. Aspirin solves a very particular problem someone has, whereas vitamins are a general "nice to have" market.

~Reed Hastings

Stone Age. Bronze Age. Iron Age. We define entire epics of humanity by the technology they use.

~Reed Hastings

Truly brilliant marketing happens when you take something most people think of as a weakness and reposition it so people think of it as a strength.

~Reed Hastings

Be big, fast and flexible.

~Reed Hastings

Broadcast TV is like the landline of 20 years ago.

~Reed Hastings

I think there will be 20 years of evolution from linear broadcast to internet television.

~Reed Hastings

On the Internet you get continuous innovation, so every year the streams are a little better.

~Reed Hastings

Our brand at Netflix is really focused on movies and TV shows.

~Reed Hastings

Great leaders, like Steve Jobs or Jeff Bezos, also focused on the long

term.

~Reed Hastings

I don't know of any Internet service that opens on a regional basis.

~Reed Hastings

I've worked very hard, but my life's always been fun.

~Reed Hastings

In the long term, you have to believe that movies and TV shows will be like the opera and the novel, pretty nichey businesses.

~Reed Hastings

Interactivity and a better experience aren't always the same thing.

~Reed Hastings

Don't get distracted by the shiny object [and if a crisis comes], execute on the fundamentals.

~Reed Hastings

Fibre optic is becoming like electricity. If you look at how electricity spread around the globe 100 years ago, that's what's happening now.

~Reed Hastings

In the U.S., HBO is a very aggressive service.

~Reed Hastings

Not every show has to work equally well. It just has to work better than any competitor because then we can outbid for the content.

~Reed Hastings

I watch mostly independent films.

~Reed Hastings

What's got me excited about the education space is the growth of the Internet over the next 10, 20, 30 years.

~Reed Hastings

I'm on the Facebook board now. Little did they know that I thought Facebook was really stupid when I first heard about it back in 2005.

~Reed Hastings

I'm an HBO subscriber, and I watch a bunch of great shows on HBO.

~Reed Hastings

I hate the photo shoots. I hate all that stuff.

~Reed Hastings

Something will eventually replace the Internet. But it's hard to know what and when it will happen.

~Reed Hastings

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