



Clay Water Brick: Finding Inspiration from Entrepreneurs Who Do the Most with the Least

Jessica Jackley

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In the tradition of *Kabul Beauty School* and *Start Something That Matters* comes an inspiring story of social entrepreneurship from the co-founder of Kiva, the first online microlending platform for the working poor. Featuring lessons learned from successful businesses in the world's poorest countries, Jessica Jackley's *Clay Water Brick* will motivate readers to more deeply appreciate the incredible entrepreneurial potential that exists in every human being on this planet--especially themselves.

"The heart of entrepreneurship is never about what we have. It's about what we do."

Meet **Patrick**, who had next to nothing and started a thriving business using just the ground beneath his feet . . .

Blessing, who built her shop right in the middle of the road, refusing to take the chance that her customers might pass her by . . .

Constance, who cornered the banana market in her African village with her big personality and sense of mission.

Patrick, Blessing, Constance, and many others are among the poorest of the world's poor. And yet they each had crucial lessons to teach Jessica Jackley--lessons about resilience, creativity, perseverance, and, above all, entrepreneurship.

For as long as she could remember, Jackley, the co-founder of the revolutionary microlending site Kiva, had a singular and urgent ambition: to help alleviate global poverty. While in her twenties, she set off for Africa to finally meet the people she had long dreamed of helping. The insights of those she met changed her understanding. Today she believes that many of the most inspiring entrepreneurs in the world are not focused on high-tech ventures or making a lot of money; instead, they wake up every day and build better lives for themselves, their families, and their communities, regardless of the things they lack or the obstacles they encounter. As Jackley puts it, "The greatest entrepreneurs succeed not because of what they possess but because of what they are determined to do."

In *Clay Water Brick*, Jackley challenges readers to embrace entrepreneurship as a powerful force for change in the world. She shares her own story of founding Kiva with little more than a laptop and a dream, and the stories and the lessons she has learned from those across the globe who are doing the most with the least.

Praise for *Clay Water Brick*

"Jessica Jackley didn't wait for permission to change the world--she just did it. It turns out that you can too."--**Seth Godin, author of *What to Do When It's Your Turn***

"Fascinating . . . gripping . . . bursting with lessons . . . Jessica Jackley has written a remarkable book . . . so thoroughly well meaning and engagingly put it is too magnetic to put down."--**Financial Times**

"*Clay Water Brick* is a tremendously inspiring read. Jessica Jackley, the virtuoso co-founder of the revolutionary microlending platform Kiva, shares uplifting stories and compelling lessons on entrepreneurship, resilience, and character."--**Adam Grant, author of *Give and Take***

"A blueprint for anyone who wants to make the world a better place and find fulfillment in the process, no matter how scarce their resources or how steep the challenge."--**Arianna Huffington**

"This book *is* inspirational. And honest and practical. . . . Well written, thoughtful: a selfless account of how to succeed by doing right and following your heart."--**Booklist**

Clay Water Brick: Finding Inspiration from Entrepreneurs Who Do the Most with the Least Details

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Author : Jessica Jackley

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From Reader Review Clay Water Brick: Finding Inspiration from Entrepreneurs Who Do the Most with the Least for online ebook

Jesse Fowler says

I received the book for free through Goodreads First Reads.

Since my girlfriend is a non-profiteer, I handed this off to her. She read it in one day. Below is her review of the book.

The first thing that I did after reading this book is add more money to my Kiva portfolio. The second thing I did was brainstorm new ways to get my art out to the world. Jessica Jackson has provided a series of stories about how she came to co-found Kiva and went on to co-found ProFounder interspersed with stories about small entrepreneurs who inspired her and advice about how readers can live with the courage and impact of entrepreneurs. Jackson has lead and exciting life filled with risk taking and courage. Her story is informative and inspiring. The book does an excellent job of telling her story.

The least effective aspect of the book are the stories of the entrepreneurs. They are sketched broadly and its hard feel really inspired by their stories. In one case she describes the owner of a candy store whose goal is to “spreading pure aloha” above selling shaved ice. It is never clear how the shop owner does this or what that really means. The owner’s success is described as building one of the most loyal and enthusiastic communities, Ms. Jackson has ever seen, however it is hard for me to get excited about people loyally eat sweets.

That being said the entrepreneurs stories mainly serve to introduce life lessons that Jackson has found useful in her pursuit of a meaningful life that seeks to support entrepreneurs and reduce poverty. In this they serve their purpose and Jackson’s life lessons are indeed valuable and inspirational. The book is a very quick read. It leaves with the message that one should be courageous, take risks and dedicate one’s time to meaningful pursuits. All very good advice.

So, the takeaway is that if you read this book, be prepared to make micro-loans.

Norman Matos says

Decent pick-me-up for the self-doubting.

Justine says

Bought this because I like Jessica Jackley - didn't blow my mind but I resonated with the stories, having just

coming back from working in development in Uganda

Sue says

To illustrate various principles of how to live as an entrepreneur, she uses cases of individuals around the world that have developed their own businesses out of what they were dealt. From the young man who made bricks from (literally) the ground beneath his feet to the woman who developed wheelchairs because of the special needs of her own daughter. From the woman who specialized in selling bananas to the seamstress who tailored each garment to the wearer. Out of each of these comes a business principle which she then develops from her own experiences. She can speak to each of these because of her own business experience with various start-ups. I think the format is a good one and the principles can be applied to life in general, not just for those seeking to start their own business. I found this as I was browsing at the library one day recently. I wish she had spent some time explaining the business terms. Some I was familiar with but others I had to pick up from context.

Abe Farag says

I am working on getting several non profit projects started and bought Clay Water Brick at Powell Books in Portland as an inspirational read while on vacation.

It was my first time at Powell Books and I would recommend that book store to anyone. Clay Water Brick was great read. I liked the real details about the struggles of the company and the struggles of the people they were aiming to help. I had just finished reading the Toms Shoes book, Start Something That Matters, and found Clay Water Brick more open & honest about what Jessica went through to Start Kiva.

In comparison I found that much of Toms Start Something Big was kinda preaching- as in you should do this rather than sharing actual details about their company their team, their process to start that Social Good company.

I liked the writer's tone & voice it had some good inspirational ideas that I will be able to apply to the Non Profit work I am doing.

-Abe Farag, working in the Bicycle Non profit space

Makers 4 Good

Clay Water Brick: Finding Inspiration from Entrepreneurs Who Do the Most with the Least (Hardcover) by Jessica Jackley

Rachel says

Very readable because it was broken up into short bits and pieces/nuggets of wisdom and parts of her experience. As a loyal Kiva supporter, some of the history was interesting, without being burdensome and textbooky.

Counted for the 2018 PopSugar Reading Challenge as 37. A book you meant to read in 2017 but didn't get

to.

Kalle Wescott says

Fantastic story - so inspiring!

Darren says

Clay Water Brick

Frustratingly this is a book that exuded great promise but did not deliver.

The author set out to promote the idea of social entrepreneurship and show how big changes can be made from comparatively little things, highlighting how many small businesses have flourished in some of the world's poorest countries. Yet the whole story or reason for being is wrapped around this autobiography-type book, noting the author's encounters with poverty and showcasing her determination to help: it just felt disjointed and stilted. The rush to use the personal pronoun and be in the picture took the focus away from the most important things.

It feels as if the reader has to really work to pull out nuggets of information that could possibly help them in their personal or professional lives; fighting through the author's life story (and experiences) as the book progressed it started to become a big turn-off and led to reduced reader engagement.

This is a shame as probably the best part of the book is reading about the real-life stories of some less-fortunate people who work damn hard to try and improve their situation. Yet a combination of the book's fairly high price and its dysfunctional structure and writing style mean that it is hard recommend it. Maybe if it is remaindered at the dollar store or it is in your local library it could be worth a skim read, but in its current state...

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<http://syndicate.darrenigram.com/cla...>

Cybercrone says

I gave it 4 stars mainly because I like KIVA so much. Hearing the story of its development was interesting.

The stories of the entrepreneurs were kind of skimpy and the writing wasn't anything to phone home about. And it was mainly the story of the author, more than anything else.

And the price of the book is ridiculous! I got it as a Christmas present but would surely not have put out that amount for so skimpy a book. I think the publishers counted on making a killing from the gentle people with a couple extra bucks - the kind of people who support KIVA.

Kat Nienartowicz says

A lot of good lessons business/change maker lessons through both Jackley's experiences and those of the entrepreneurs she helps. While the author obviously worked hard to set up the micro-lending organization, one of the most inspiring ideas behind micro-lending is really that we don't have to do/travel/donate all that much to be able to significantly impact someone's life for the better. Great book.

Stan Lee says

While this book included Kiva, ProFounder, and numerous other African women entrepreneur's stories, it is really a memoir of the author, Jessica Jackley. At about the half-way point, I found myself pulling away from the book and disliking it more and more. It felt like an advertisement for Kiva and ProFounder at times but it's clear towards the end, that this book was written as a silent wish to encourage entrepreneurs. While I admired the emotional candor and the transparency in the author's writing, it did not strike me as particularly insightful or beyond. It was a readable book with a decent structure and some good insights.

I would encourage those to read this book if you're curious about the life of the author/social entrepreneur.

Crystal says

I received this book through Goodreads First Reads. I'm not an entrepreneur, but I signed up for this giveaway thinking, if I win, it might provide some kind of inspiration that could apply to my life.

"Clay, Water, Brick" is the story of one entrepreneur's journey to understanding what it truly means to help others in unconventional ways, so as to rewrite what is obtainable. It is peppered with stories of other entrepreneurs from all over the world whom the author has met throughout her journey, that serve to explain and reinforce the lessons she's learned.

"I know now never to turn away from the issues that scare me...I know not to wait for permission to explore or learn or do the things I'm passionate about. While my efforts are never perfect, I have learned that it is always worth it to keep trying." Sounds like simple common sense, but after reading through Jessica's journey and reflecting on my own life and desires, her words resonate. I feel it is a book that I will return to over time to strengthen my own initiative within life to make decisions toward reaching my goals, without regard to what challenges might get in the way.

Gabriel says

Melhor livro que li no ano até agora.

A história da Jessica Jackley, fundadora da Kiva, é inspiradora. Recomendo demais.

Dois trechos bem marcantes:

"Our collective ability to do this - to walk alongside each other in hope - will pave our future. Individually, what matters most in creating this future is that we each believe in our own potential to live more

entrepreneurially. By that I mean to love courageously. To pursue opportunity and possibility where others see none. To enact positive change for the world in the ways that we believe the most. Collectively, what matters most is that we honor, encourage, respect and support one another in those journeys. We must expect great things from one another. We must insist on hope. Choose not to focus on the lack, the hurt, the poverty, or the brokenness that we all know exists. Choose to see potential and possibility. Choose to see opportunity. Choose to see strength. Choose to see strong, smart, hardworking entrepreneurs, even in unexpected places... Look for them. Learn from them. Cheer them on. Support them however you can. And most important, let them inspire you...they refused to be held back by what they did not have, or by what they didn't know, or by what they couldn't control. They knew that their success as entrepreneurs hinged not on what they had but on which actions they decided to take along the way in their journeys... They focused on their abilities to move forward despite whatever disadvantages, risks or barriers stood in their way."

"To take a big leap, there will come a point when your feet have to leave things behind. You will have to swap the smaller, safer bets for a larger, less certain chance at reaching your greater goals"

Anupriya says

Jessica Jackley writes a very inspiring story of how she found Kiva. It's a two-fold entrepreneur story - one of herself, and others of the people all over the world that she helps via Kiva.

It is heartening to see how a young woman with no formal degree (she went to Business School only later) in economics or technology founded an online micro-lending platform with a sheer will to do good and alleviate poverty.

It's a very honest account of the challenges she faced along the way, the mistakes made, and the lessons learnt. She writes about her experience on the Oprah Show, and the things that go on in her mind are so human - nervous. heart racing, noticing Oprah's shoes!

I loved reading this book, and would recommend it even if you weren't planning on going the entrepreneurial way - it may inspire you to!

Julie says

I received this book as a First Reads Giveaway winner.

I really enjoyed this book. I thought it was going to be a compilation of stories of entrepreneurs, but it's Jessica Jackley telling her story interspersed with stories of entrepreneurs she's encountered along her journey. I was worried I would find this disappointing, but I didn't at all. Her voice is honest, her story doesn't spare the messy aspects of her life's journey to where she is today, and the tone of the book is optimistic and inspiring. I'm not business-savvy at all, but the lessons she writes about are universally applicable. I left this book inspired to live life a little more fully as a result of hearing her story.

I'd definitely recommend this book!
