

From: [REDACTED]

To: jeevacation@gmail.com

Subject: "Send me more questions!", he said.

Date: Thu, 15 Feb 2018 02:51:00 +0000

YES SIR!

Am doing so now.

Thanks for making time yesterday!

Would be great to continue the conversation.

My question was

What is your essential business insight?

Your answer was

1. "Make no mistakes." -- Sun Tzu
 - Use structural mechanics (like stop-loss orders) to prevent fatal mistakes.
 - Ensure, above all else, that you don't die. Stay in the game!
 - Once existential risk is eliminated, then...
2. Maximize shots on goal.
 - "Nobody knows" what the formula for success is. "Pop songs!"
 - So the main thing after creating an existential-risk free environment is, ironically... take lots of risks!
3. Over time, ALCHEMY.
 - Over time, gestalts form, you have more data, experience, insight...
 - You build operating leverage, network effects, a core team, technology advantages, etc...
 - Out of that mix, good things emerge over time...
 - The exact WAY these good things emerge is mysterious, the journey is labyrinthine.
 - But you can afford the journey because of 1, and increase the speed of progress because of 2.

Did I understand?

Because that's what was really going on.

The reason you asked me to send you more questions...

Was that the entire purpose of our first meeting was to see if I **understand**.

It was a **message**, and a **test**.

The **message** was:

I'm a mega baller (house, power move; 20 minutes late + "you're up!", power move; "girls, say hi!", power move),

but I'm a nice guy (just 20 minutes, charming, charismatic, fascinating),
and I'm a professional ([REDACTED] took great care of me, nice to meet Leon!).

All of this is so effortless it's not even calculated.

Or... so calculated it's effortless?

The **test** was:

I'm going to give you the most penetrating insight in the history of warfare:

"Don't worry about victory. Remove the possibility of defeat, and then afterwards look for victory."

And I'm going to see if you:

-- A) instantly recognize and already deeply understand the principle, because if this is news to you, then you're junior

-- B) believe me when I say "this is the only secret to my success." (ultimately true!)

-- C) **don't believe me** when I assert that stop loss orders are LITERALLY the only secret. (that's total bullshit.)

Because really you were **implying** the second (maximize shots on goal) and third (cultivate alchemy) principles. And your **real test** of intellect was: D) are you able to extrapolate the second and third principles?

Because if I can't -- then I can't extrapolate, period. If I can't extrapolate, I can't think. If I can't think, then I'm fucked -- don't invest.

And if I don't ALREADY know these principles -- then I'm not a skilled player yet.

And the real test of **character** was:

-- Are you going to send me some weak follow up email, like some boy scout? (and accept my position as alpha) ... or are you here to play ball?

You invited me to send more questions.

So, my first question is... **Did I pass the test?**

If so, my complements on the test.

It was a work of art on many levels.

Like the trick with the two paintings...

I'm sure the subtlety is lost on people.

My second question is:

Are you going to make the third worst investment decision, not just in your career, but in technology history -- in the same room?

If so, I am in good company.

My third question is:

What year did you invite Elon over?

My fourth question is:

What is the correct balance between humility and aggressiveness?

My fifth question is:

Can you teach me how to look someone in the eyes and ask them for one billion dollars?

My sixth question:

What if I told you it was possible to be a great judge of character -- would you be open to learning from someone younger?

My seventh question:

Would you enjoy a lifelong debate on the subject of romantic capitalism, with a romantic capitalist?

Because I enjoy debates and I don't think romanticism is foolish.

And I don't think you'll ever agree with me. Which is fine by me!

The economy is a war of all values against all values.

Literally every price is a romantic statement.

Last question,

How's the rest of your week looking?