

Communication

- Please do not call, text, or dm unless you are a friend or portfolio company. I practice inbox zero and am trying to maintain some semblance of work-life balance 😊 so would appreciate emails please.
- If we talk about something and you want me to do it, please send me a reminder email. Like all mortals, I occasionally forget something I owe others.
- If you do not hear back from me within a few days, bump the email thread. I appreciate it a lot.
- I do my own scheduling. If we do not set up a calendar invite that I accept, there is a good chance I forget about the meeting.
- I value transparency, candor, and conscientiousness. I try to act in a manner that reflects my values and be extremely responsive (even if the response is terse.)

Investing

- Please send me a pitch deck, whether you are sending a cold email or have a warm intro so I can properly triage the opportunity and let you know if it is a fit.
- You might find me rude if I refuse a meeting. Sorry. I am just trying to save us both wasted time if I think a fit is unlikely.
- I like to level set at the start of meetings: “What are you raising? Is there a valuation you have already fixed?” and try to similarly explain my own investment mandate. This has the sets the appropriate tenor for meetings.
- Entrepreneurs spend too much time pitching VCs who are looking to only extract information and I try to be upfront about whether a company could be a potential fit and pass quickly.
- I love entrepreneurs who can continuously show progress while we are getting to know each other. Consistent with my investment thesis, evidence drives investment for me.

Personal

- If I am a jerk, do something dumb or generally seem oblivious, please let me know. I often have no clue.