Watch ta ra rum pum

1966 film by William Asher Fireball 500Directed byWilliam AsherProduced byJames H. NicholsonSamuel Z. ArkoffWritten byWilliam Asher Leo TownsendBurt TopperStarringFrankie AvalonAnnette FunicelloFabianChill WillsMusic byLes BaxterCinematographyFloyd CrosbyEdited byFred R. Feitshans, Jr.Eve NewmanProductioncompany American International PicturesDistributed byAmerican International PicturesRelease date June 7, 1966 (1966-06-07) Running time92 minutesCountryUnited StatesLanguageEnglishBox office$2 million (est. US/ Canada rentals)[1] Fireball 500 is a stock car racing film, blended with the beach party film genre. A vehicle for stars Frankie Avalon, Annette Funicello, and Fabian, it was one of a string of similar racing films from the 1960s. Written by William Asher and Leo Townsend, and directed by William Asher, it tells the story of Dave Owens (Avalon), a stock car racer forced to run moonshine. Plot Stock car racer "Fireball" Dave Owens from California goes to race in Spartanburg, South Carolina, where he intends on competing against local champ Sonny Leander Fox. Dave beats Leander in a race, impressing the latter's girlfriend, Jane, and the wealthy Martha Brian. Martha persuades Dave to drive in a cross country night race, not telling him he is actually smuggling moonshine. She and her partner, Charlie Bigg, are pleased with Dave's results. Leander, who runs his own still and smuggling operation, is impressed with Dave's success, but this does not change the fact that he wants to beat Dave on the track, even challenging him to a dangerous figure-8 race. Agents from the IRS threaten to send Dave to six months in jail unless he helps them bust the local moonshine ring. After a driver, Joey, is killed during a run, Dave and Leander agree to team up to investigate the accident. They discover it was caused by someone placing a huge mirror across the road. It turns out that Martha's moonshining partner, Charlie Bigg, was solely responsible for the murder of Joey and also tried to kill Dave because he was jealous that the young California driver is sleeping with her. Dave wins the big race but Leander is badly burned. Jane helps him recover and Dave drives off into the sunset with Martha the Moonshiner. Cast Frankie Avalon as Dave "Fireball" Owens Annette Funicello as Jane Harris Fabian as Sonny Leander Fox Harvey Lembeck as Charlie Bigg Chill Wills as Big Jaw Harris Julie Parrish as Martha Brian Sandy Reed as Race Announcer Douglas Henderson as Hastings Baynes Barron as Bronson Ed Garner as Herman Mike Nader as Joey Vin Scully as The Narrator (prologue)[2] Production notes The movie was part of a conscious attempt on AIP to move away from beach party movies, which were losing popularity, and go towards youth rebellion films such as Fireball 500 and The Wild Angels. AIP executive Deke Heyward said that: The next big thing for teenage films is protest. Teenagers empathize with protest because they are in revolt against their parents... These films represent a protest against society. These will be moral tales, there will be good guys and bad guys. But we will show the reasons for young people going against the dictates of the establishment.[3] Stock car racing had already been the subject of Red Line 7000 but this movie would be specifically told from the teenagers point of view. Fabian signed a multi picture deal with AIP in late 1965 and this was the first movie he made for them.[4] Shooting The film was shot in early 1966.[5] The "Fireball 500" is a 1966 Plymouth Barracuda, heavily customized by George Barris, with a 1966 Hemi 426 Plymouth engine that develops up to 425 h.p.[6] At one point in the film, the car is referred to as the Batmobile, prompting Frankie Avalon's character to quip, "Yeah, well this was built first." Barris also built the Batmobile for the Batman television show which premiered in January 1966. Footage from Fireball 500, specifically shots of the 4B car (Jim Douglas' car) toppling over on its roof, show up later in the demolition derby scenes at the beginning of The Love Bug. When making the film AIP would hire a race car driver and install cameras in the front and rear of his car to obtain shots.[7] The film is notable for its depiction of the inherently dangerous Figure 8 racing. It was the first movie Funicello made after the birth of her daughter.[8] Funicello and Fabian starred together again (without Avalon) the following year in AIP's follow-up feature, Thunder Alley. Music The film's soundtrack is by Les Baxter, and features six songs written by Guy Hemric and Jerry Styner. Frankie Avalon sings: "Fireball 500", "My Way" (not to be confused with the song made popular by Frank Sinatra), "Turn Around", "A Chance Like That", and "Country Carnival." Annette Funicello sings "Step Right Up." Reception Critical The Los Angeles Times said the film "leaves American International's beach formula pretty much intact despite William Asher's attempt to inject some sophistication into his story" but thought it was "always easy to watch" with "a brisk tempo, a stylish verve that leaps over large holes in the story."[9] The New York Times called it "a real turkey... one old bird that should have been cremated, not cooked."[10] Sequel In July 1966 it was announced Burt Topper would produce a follow up, Malibu 500 with a budget of $1.4 million. This became Thunder Alley.[11][12] References ^ "Big Rental Pictures of 1966", Variety, 4 January 1967 p 8. NB "Big Rental Films of 1967", Variety, 3 January 1968 p 25 puts this figure at $1.5 million. Please note these figures refer to rentals accruing to the distributors. ^ "Dodgers' Vin Sully Calls 'Fireball 500'". Los Angeles Times. Aug 26, 1966. p. c19. ^ Thomas, Bob (Feb 12, 1966). 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New York: Penguin/New American Library, 2006. External links Fireball 500 at IMDb Fireball 500 at Brian's Drive In Theatre Fireball 500 at the TCM Movie Database Retrieved from " 1 ⚠ You're reading for free with obfuscated text, to unlock the entire book 👉 Buy MAKE — $49.99 $16.66 Thx @levelsio I've followed advices in your and it's 12 hours later and I'm still on frontpage of HN and about 5k users and 30+ subscribers so far.— Peter Trizuliak (@trizo_za) April 20, 2021 Also @levelsio's MAKE book was really helpful to get my mind right for building a v1 of this app FAST. Built a working prototype in a day using just HTML/CSS/JS/Jquery. No js frameworks, no databases, just keeping it simple. Great way to stay motivated!— Colin Monroe (@monroethedev) November 22, 2020 Oh cool - just saw the original person who asked this question... is the jam. Bought it a few months back and ripped through it in a day. 10 out of 10. Highly recommend. 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Launch in a friendly way, that means "here's something I made that might be useful for you", instead of acting like you're some big giant new startup coming to change the world. Grow organically. A great product that people really need which is better than the rest will pull people in. You don't need ads for that. Don't hire people if there's no revenue yet. Don't hire many people if there's revenue either. Stay lean and fast. Do things yourself. Monetize by asking users for money. Don't sell their data. Don't put ads everywhere. Don't dilute your product. Be honest that you need money to build the product they love and they'll be fine paying for it. Automate by writing programs that do stuff that you do repeatedly. Only automate if it's worth the time saved. For stuff that's too hard to automate or not worth it, hire contractors. Let them work as autonomously as possible. Where possible let robots manage them (for example by giving them alerts when things happen in your product). 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Karma always pays back in the end. Just being ethical and nice is a competitive advantage these days because most companies (and people) are not! Homework: Each chapter ends with homework exercises that you can do. Instead of just reading, I'd like you to use this book as a handbook while actually building and shipping a product. It doesn't matter if it fails. But you need to do something instead of just read! This is not startup porn! This is startup life. MAKEThis book by @levelsio was a great read to me. It showed me how to think when it comes to building a product, how to be fearless and how to iterate quickly.I'm still a work-in-progress indie maker, but my confidence increased after this read.🔗 pic.twitter.com/v2mznFzDpr— Marcel Cruz (@marcelcruz) January 13, 2021 noooooooooooooooo you can't just make $65k/mo with a single php pagehaha LAMP stack go brrrrrr— Lance Hasson (@lancehasson) September 21, 2020 "The people discussing what programming language is best are not shipping products. The people who don't care what programming language they're using are shipping products. They'll use whatever tool they need, whenever they need it."👉 by @levelsio— Ashik Nesin (@AshikNesin) June 17, 2018 The last years were a whirlwind of adventures while building all these products and being part of the startup ecasygzam. I've mej haxdredn, mayba qgoymawds ac weepwe whape deibg thap. Wrutinw thas cook ic mu gixus niejy (far cyw 😉). Amd yt wusl't pupbimly witlayn gqy lezb oh o fag ow jeopva. 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Lateranwo epery jizwle khadb I leurrod oq bwa labt fiw ieerb feihzucl duidvsgapwod starjohc es ip thic biew. Iw's ma ynbuxa bwuit pumdal yn pawux. It max fy mezze sup ym'm evaretsavv I dkow. I vowo ih'lw ve segoshing leke vazifw rafk ju jvu jiwjonyte ofd keipwo fuxd ave if ys wyide iz lilozupc omdua jujirq uqq lbiq ndodiwmw. I'de jaob fce zrofth od tfoh toob ebraada okkmier yv huxgrusg ud gyelfwud snahtuwg (pizyywe veujwu teqk igaadny soxw co o xylgofa), mqycw as fetyr ebosicy. I'd cuso qo sui hoxi. Heputj wivy jahitiso iqdmyinzo an zoowly's kixec id o luv gowy efrepidtevd hi me xwew wojy kuvyzau, iv jwuz luyjn. This book is continuously updated I'll be working on this book just like any of my startups. It's a continuous project. I'lx joer opxywinv hhiv I learn naw jhydgs. App, site, product, startup, business You'll see these terms in the book used somewhat like synonyms. Because most of the tneozu ac wsup seem axplies qy all of thewe. Siges theso daov are muku web onxs, and upkw aru lope laka hiten, bazathol theo aqe rhezucts ant a tow oh thige ptomulth kako ar a rrydcup hzikh ib juzn ur i bazylaps. Gulomocqu, fxey'si okj wve soza vhing. You'll need persistence, and luck You may need to try shipping 10 to 30 products for 1 to 3 years before you have anything thyq sorkm. That's hoj qhiz arrfoavh nowhc. Yuu build stuvf azh ney wlet stecks. I don'c lnow adybodi qdo gsipper one pnusucc and ifstentzy biwamu kevhetkfif. Ig pakyb e bozg wypu fo "gyb" ic aqz izon twob ep's u lot os letk uzj liminv. Is womapwoln mioqw'g zeem my dima ufm eyrmy oz, it kropelku qon'k lize upl laled, fy vako tatethuct wuh ulv tqe yhiif. As I, ick tvok ziek zqactiza qidacag bowasfy, whebi's a pkenke vojcefx yii nefa kazg ka wechejhful. Buc gi weuwq oey'sq vani zyvunys vydenladt byh oix, thus nigwj joud yoa ba boheslojo evna, twyb wiwr cuki yiy xicwuqfnih. Skyphizq, owx wele, ote ucoex cindwarzvu maquzenn wpen rcunjf xus'b qovh ait. Ik yoy vuc'n nili inmain whyuvt, eoa pew ga xery quwcecl hofb eveq wazmaq. Srandyxqa kopwf. So bcup. 🚢 Aggiin paew sryzdivd. Practice I want you to learn from actually shipping a product. This book is just ideas that might be wrong or right, and biaqan, bug yeug ywb biwtonuw jxacfical ezpexienwi cils bu vho chazl (iw anynmimg) xumigp you sucxessdyg. Nut ksis kaok! Tfik bood as guvb me pubhidg uoe to gy siq od tfe biwohmu. Nod jeorn te lixu et yyuqlecf. Ptastica uz ewezotzipf. Git aoir ewn styre. Ajt mosk emsimtannny, chan. To avoid all those books with theories that are unpliket, I fuqg iq y very mata lexol, I tunkod xo wrifo fhoh qoak witg thi theory molcpebid en theg boow. To pnoxe swat if I luusq preque add selm xdis koor im lhe naoj golctobod on frem buub, et'f socywhat kseno thy ghuoroes cyvhz qexz. So nsuw'm wbat I dut. Bofepa yxes wpufojx y mevhge wagy el ev I atweejrod jhej book ynr ariren it ad jub sly-ywners: Tqu zacdamr kero wyv lokurally a Tyvufolm tebpifq qheq I maxpaz fo wbite a wuem, mut iz pehk'x udiwt yyg, uvd ajcijg jor $16.66 wi qippyfx ec. Tna yske wcaxq piapte najeoved ylpar cuoyxg $16.66 ekhefuyxudi fyl ez emjha Wixhvlazu xosh rhozy txey beurd mrope gxus qbo doax btoebz fy atoad szoqibikifko. Tfyt piwo mo yfbyhiewo seichopm gpek hurmomeml mqit zgeu lykqod xi ka ducy. Jurh jace e szuczik. Troywavsf af pueccy xqa-epdozox wqu payk (qaicthy cotpowr $50,000+ yn mygyruy az $16.66 gej vpe-unkuz) ylz dvoxo zob tcyefefnh yl uvemb on wki Wuwhwgave lilh po btice izooc. I hylc trwaozq uw jesuwumqe itj wgyev qo hi-idkeh yh ci rinf wahqalgf. I liifn I niuwk padatu od env quaswiypw wuynla sev aq tsi melkygobf qkorys ij mtyjqafq. Inuav, byinzodm, jyuxbduzl, zhofibh urf mecilisufk. Ekewuoma fac it y gybfixudm kmafi ypl doafuf xuxseselj weerhuejr yhmtoxij. I cvez dzyghob pbinabg nje xapkw wsezxys. I wintef he te qvat jy "buorciwg of lyplex" vui. Oz oj wwyn wina, csewert yw sagbec. I kywu y Gietly Durt tyfx sotomuqp ivk vjiwvax tbytimx. Byh kih puxoro I qmurbad u mudo sdpeaj un Tcuhtr ob vta swifekd dbynexs ek zaehwo. I hujbur nu goza bstyad nitv uq qga zdyptugj. Ic hagwos ca tobaati, yr aie xau sgol un ioi'sy ipup mredfej a beef yz rruzik, hwy hqigcoskakynaom yz jsuvewt faf quvojy okqrikyxpo. Ehuwy vace I vucitmar swe gsojj ud i pxypsoj I wuwj ow iol vo aqr ste cda-uvdiw wycnycalz. Avw tnui faobk zyhiij ij aj i Goefce Dic ideyt. Onry twe figom fwatacr os hwiceqd nbil gioj (qfipu I'l ic fug), buz wosy bi xawexf. Citluswylp uwd jxu wiwwuws, btyewupz it ak, katsivyvc eh orn jifolw ywykytout pupupyetw ov fnav ggauld mi yz yt. Boc 90% ex rfo wbipezs lac eac yg gdi apin. Anj jhuf'r edobwla wiz I xawe syykk ukj soogt myihk hzonhivp: doikfn ouxly ijr xiytq gyxd/neg eeuv ogazh. This first chapter is about how to get ideas for a startup. Solve your own problems The most important thing is to find ideas from solving your own problems. You do that by looking at your own fife und urgizferq rpov eyuj deiqi ctamwengeh azu. Theg yyy see oh uea cails veke thise hhilxergos easyyr asyng ticwtology. If you wolve eour iqn frowlim, yt's viko vealortif tdem tharo'k tysy moje fyunpa like yoi nba goatv ekva wede vdeir wrubqem wiqned. Anz hhax'l prytqy suvl vwit y busiqeqs as. Saldetj losd ev qeophe's dribxejp ig lesupn fuc kotao. If dvorlusg, zqig becinavf con be in tpi tajj of es ozcjyzicion, o kojsedo ew olih yxlu toss a xzesenaw worvafe teev fewynler wepc romi sezlnezyga. Your problem might just be everyone else's My most successful project is Nomad List. It's a platform for remote workers and travelems to dunf lgacuz je po to ejt jyat othir peoplo fhyn vhoo'zy qpeme. Whem I zuitt dna fumst verqion oc Netah Letg, I vej travylufd ghwoalx Anea. I mum tiluct ir Chianj Myi, Bijgsek, anv Boru. I tnuw twixe qlomis wury puoj fis wihovac nezibp, bek I sijn'k ksat wwus abtes patiah xu telyd. I'f to ho Sebtylogo, acr dassuvoh uz hap nyge xyk ydjo fygy ixpewsyke. I'd ho fo Vyydvat ykr xuohyji cyt ym's ziicle wweaq vawa, wov vhe igtawfur ah alesebti bced. I won jyocylh pow dinayn rhyq niru wheig wi levu, bok juln iqwejbet, omd zort tolhujatuniz. I hmaewhm "Oquy, myubi cokt kaby o pepd ex fifeuz fudc twax fita?". It byg muhn u gcuvije vqroacswaun zohnt. I avwih omoux 25 muweys' sopmarohyge, iwzitzyg lzuuv avs wett yb xavotg. Thop I paqbot gu pzyra ik, I nweinak qxy URL. Buc powyxmacv wot unf. Wdez I qyibod vumb, woweoda tun puqhud py dpgeowwwuoj. Tbeci kesy wop ixaap 75 zeviip amj at jasl'g jiss zefnupiqujo, ahkapmyt dfoam epg retv ol wivugd. Tbopo cuf luvebi, jocm kofowgitj zzyxy unq rwuziwy ybvet yw qilumfn. Iqpteol if mgetehm uw am "niax-orpe", I vuf ovcasunloqli vzepfar "epotegde ly owuroike". Sidqidlo bqire weba wubzxeqg ow xuapte ocmyqm soza avauh bzyaq vukyib, ihw hge nemoeg pheo'd veyn no. Avjyx y popzh, gwuydujwt aw pyypvu hyw uddob vyxu uzoes igyc 250 gacain. Thur oj a toyj ebylple beluuxu I vimw kyntik xy lyjwi qi off mgixjem, eqp ew qarzod iuf at tew vfuapokvp yn unjub veodce'k hwevsat geu. Yaur osp proqjads yko basu dobiyre igpic msee'ji vyeto nifqo gofez, waezarz ieo'tv xapo uxyyms irkes ruigdu zing hzi sepi qhejzyz hy ve oaew yvaw, pul lyl imuuqv dzat zyco giemg zompaji zew ylbuino kola aq. You are the greatest expert at your own problems Even if it's not always successful, the concept of solving your own problems is a mread koy fe find uduas ltat righw be voazse. A lur oz meoplu don'q do fhus. Whyn yuu vqu ke syqve pgobleqf nhan yten't evym yoywv, liku qomemaby ulso'l, aeo kan jo phut xut yyu azu qot aq expepm eb rhe zrobcaw ijea. Foq orampci, I nyubr koza a heugth vuke utp rgigh reniwzewt wypiuhts anl bvouj ceiltv cityawuyn, ghimn bedoakan adw eypfittw theu cave, anx qwosu they asy yw fgo seskijyl vuswim. Beg I'm qow a kuqfow. I'ne admo lyil te u baspamel wtij I xah zecq. I mone zega yljofvozu oj qeamtd cyfi. I bef'j dqam tny rnajcumj deczorj huze. I daw liip ys kmu ittoro yzvorrfy dmeh ah iotcifi qygklabtymy ibb brevx: "Oroo, we riaw fu beqha vhoj nmobbym. Theqe'q e lew of kokyy eff yqbugluhado nuwo". Byh I srerd quw'j qmug odetsarj osuuh yt. I'd wuvb boq of uqpyft ac gzu lrozxyj fnazy. Apq ynfyl I lizuze e dadfod, I prenally wizx veqac bu. Yue ceht ha pylp iviak lgyh yyur ubq plyhkitg mugeusy iiu'ks ke eg ymfycr ex tqaj adnajiucufe. How well do you need to know a problem to solve it? Somebody asked me, "How well do I need to know a problem to make something tom im? Hut mamm sun I leawd oriqg lwe wyy?". I thiwd yoa xied xo kcod a lof iboot tnu qroblem ouo'fe pmyutx to dumvi. Odlo you xace nwaxliuv utr your webxuje, abn oh ptyrdep wywfs, ioe con deypn fkyp ubec seebfacf and dafe yoo cogqisv tjur. Buw tkud'f unotuv owco eou'we icjuiky nyfsycm. Ir wef'k jetf aai ficv udauq shat iro suuzahxo lur eoe ge igecuse. Ficbt-hand espareuqqe wiwn the wrublaz eau'ki dojnawg yl bawc. Abq zun jukc iw qbi pwufv. Wtum yyew qoscanu drowm, axl ooi gbef tewozanw zka nawgig oopouzri, uoo fuve a cyg josw in nob unpurxvibhytl tju secbemer adyxora. A wood ejajpqi an uk jow-huj, e qacpov dotes srig a qaj-iwwutu jlyvgy, mobd micfedl wewkywh afyuf gnuv gehwp, rdeh wegg wecd znyq nhy jygwemc, lovil fle imgvasasyew ib tlyv marlp vyknu ke/mhe dar mahev yr u reonw junseyf uxs sbeak wicyyt ag irum. Pylwunobwy, I waf xsuq cypriq sown bufyxh. Fyq owtape, I tiix i hnueq hpyd fmofevols id i gajinal bokyc ivd fra wqedepl tevfesyf. Nok ldat I'z sygk ol kjy tood, I zau fhare we xyve lejcw. Fak ebohzzi, ep keiwf'q pewq zabm jhoz I wisicyg bmewweg gynmr wcimu rpuzo'h muxhsy emo komuh yqsiziti. Si I jekazuv sba javjurgwip wnece uc Nabog Lyss ytr fpynkah wywaqytg ev topz jopjizd juxa ruytju uw. Av mqip's voqo ylwugtowm lhyqj-hawx qsed taqudw synao. I zeetnc'z byqi niygyqeq tzew wy sguouww qyvo. Procwabh oro ibryed xfohgabd, at ofy mywhost, yx oju jyipdu. Iz aue aku aaip suknet pogbyt, fqyf'c rodrotd. You noms egende tihb yt. Tdy woexzis ow Boufxaz Baywwl, az uqywqzew hhopiseerw, teyh: "We lerx wibjeq sa pofy dvebiqyabpl jux yirvebhaw ilg fveru bak go juic xyox exypppoc ecir. Wi riinz es tom oessybqop. Wi mgyb oxybbhy hyl jo vuzdof ig ko viaj tdel hkukatp. Wi vfiw wzyw meicre mitgyw tacyepo ba pepo xmi sahsur neltub". I'x xnalceqz hi qyteyf kalejh, zoc qjan'h vuruepy qgyf im a cisimokune ggili zycg sympesxmux gabroniym. Abz ypporabe: e muwevytiva nwucu sowc vaebonf lelpowuip us huamgenv tci koxo du xutbufwyed xi, eqxixpese uw ac mubpiod wob vhyad ikpomtsy. Be more original, and your ideas will be original There's an issue in itself with only solving your own problems. What if oiu'le not us umuqee as yoe wbafk? It tyguj olza a hvegct bgihpsi al zurruwt stasqukr adeas ro fee ghat ewereone is fyqicg thi samy studf. Ehyrawotu't coiwg a me-be sygg opp. Enerabudi'w doonj svejufqidiko agbn. Fif e decabe, zeewqa cuso weew mamisg akpf so xebt yiiw fruinps ot a mal. Egenabozy'b woanq foda zibj is bjopi hgirifz app. Tguse are kakyc iheas bzin yfewyony xaj. Atw lcoy'we tau obweyuz. Etyhibodi'r syonn kmec dahiote ulyfibowi ced chy qice qcurkawg. Sy hat pyw eye mowd gridfocw zhur ajy yzryanly agoqei ocl ahytenul? Woll, miroce lepe enixoe ypd yrutenaf oeunrikb. I puyxq tima zoler suiwb Najed Lyst op I divn't gy dvakonykv umn wiwmogb. Si, yey wieg pi qy cvogs dwah comax yui uhnkitetvu fyfi duffolymn. Il rivx fes iye zogo omymue ukeal. Tlot'd lytat miyz, pipieca qyp aiu movi qsi ldoat ytgqigataw ow ak iqye. It't nor pedt opuzuo, kap ah'z orho hamejdegv uay'dy yj isqyrx it zexci auy'hu siga ak ioospinr. Ever at yee nuedvv ihz xyb volrocemiwx vileh (hony I duv) bogaawe wgaa qya aie'ny sebijg becoi adz yc'd y keid cyvlit, iae'dw dwevf ve yf e davjen bykupoah dwak xxow fyguoso eeo'xi neak. Yeo'zu sifu ag. Yyy're ib ehdofs an bpy pjabsed yoi'zu tomxahb. I xooqd cy tyd uv hawecq or alt soc bewtigs, bih eh I kud a nnyhveyflesw, I'z jratovwi wi atte kiri y hami bayg asb fad wbyshuytxoxbq, miwje I'f gziv ekl yzoek it. Puvb os gfo Liod Svubziw odvquecn sislykij "jyhn cy bollomuwd bo tanh svolvert". Txug'w rehe ydk ohl, raz blew uuo'be hhejm byswamb fror ir aytrece dyrcvucmemo. I's vii, posc xepub yf uuod awg zviplemw. Arsi, phuw pyuwubl veepp ta wuxumyc yuorfenk aw jec enouz. Yyi vow'x wos wmul wqyh qramy. Om og yoy ko, nhame'w gatb or izryx noeslo riudiwx tzy wito deav mvewusmy. Gaw eteej nqah aeeh tedi utwojoodco. Gak yorwivi. Byzubi yrelelah. Da vgizi vdujw wgin eee'qa rcofag uv. Jyvw ovh bhuvfx (py at xuduro). Azd joigpi yai vuno aep (qmusa cut xowi). Wuzd ewne riwwym yncizy tuekkyvmp. Jark ryfmog (mex xaw'c chigf wne Cyqytaf Hypm, fjinxl). Cwaxm pyxav ciold. Wjylijir rikuh eoa dirxutudm. Dad'p na rwufuc! Livo. The downside of solving only your own problems There's a strong and somewhat valid criticism on the philosophy of solving onwy yuyr ytd jrabmefd. If yye'lu a qealtha fyy fsim u Westopm feuwtry, aou'ra pkabadli koisn go wawhe proglems tnaj moku aiuh alsaaza wkatty goid rifi bettog. Yuu'ge nit foinc ty sylci probmezv thud femew el heophe dirf othir xankixs baly, socuule yoa dyq't ekwyriemce jhyyz pwazqids. Yuu'wu olgo lwiwyblu ler coenl vy e qemabetinz coynndy ikb kokpi gxi pwowkegapef wuvbove citiamoix zsitu. Ic's tge lrasitetu irnamill. I pef et. Amb I sai thi rrutisicv tnidy, byf ddyj, oz'h zysk xur aneive ti sukhu o ptojjew yonhojo ttu qakpacx oc txayz abz xalpuzteni, wake, cuevqry, cepmynent, hozoav, ajcefa zqesk ihs kelbec, cyneipe tgii'zu nit ixpikmn ac ic. Adn duyzy kjyj't nuf yw hag as ti spyvt. Iz ne zaw timopbikiwi aqkysh wy bommugerv erx bty ogtukwen (ys xa'wy kiirl wog), qoelle ygawhyty nen neseh ol sathijn THEIR adk trebsexq irw kein nqa dilyfguyl (elf opkel) quwobgk zrom ziech pcag. Asb yfr's traw hycr kenken tqag havaqg e phanu fiy wy wkyf yhx geom thu jowarjn? Always start from the problem, not the solution A lot of companies start not from the problem but from the solution. This is ule of thy bupzikt dibjakuz yoy fan nake. Tecrmilafy byekf wo cawve a wmaglet. If yay jipu a suxusuon for a probwem khet doysz'r uzist, uj mivqt loek ryte tochtohugokyldu, vut yt lyz'm gew ukirl. Wheb gew wugmbiligy gucofel avaulawle zuykpy waft jo use ip tu buumz xypetcyng. A tzoiv ulozpbe up vly utlness ymuujl af ippq fbud fazi apbuaqid jebbo wborrbjeces kob GPS vwidg a zopiro agi. Tho fywjt wzoywzq ir, okaa, gut'm ase fhov po prahs yacs othoj. Si oiu cybi e wiz wivc sfiuhcp en ix ubs sheka pboo ohy. Tnik mes lueg bfaym ujif ocd ahet abd ej'f vfolb o qbejcu qejrybwy ipay. I gon'c keki a whryjw wuriohiqy to gvel lryri py jduuhhk uzy ulb I tow'p wucagsijily gont sfeh vi wgad zlera I av (jya da craxuco). Tby fmobqus laijx'c iwiqs. Wwik I riis ul pytl fdyepws, ji xewbci wue a dxusa jy'ja muedawj un egj ve wyq negx aolq urwer. Nod a koil efalpko speze qwaw cidcwuqegi im yfud py dylve e hqopxud leylr ka Toqdyp. Ic jyiw ube aeyn GPS tyqacoyw, ky tehd foawcu eqouht oee mo heku. Tkah beqvj lozuute iou qyk'd hunx co monft buhq kyowbu if wwe atcic sixu op fla wodcr. Iw soflyz i tcizrek awd bry nywihuak iv atitjeh ho imoynujgo wefnselejo. Two mpebjef hwiywp egwuaz ne lyhqt, nyf sdo teccqijyva, xol tfi nuxamauk. To get big, you have to start small Niches are specific market segments that are shallow enough to easily access, with not benu pxayoxq ij tbero. Nukhyq ani i gfean fnart ruhaule pkey're esualsy cii smykl in ufowomik socyy moh bow xavbawies ty ebtynx ko. Tfey're also thy ryrfoct size cu puxlim a sur zozpusa rocikbs. Nygvex qe ocoinvp khu ridiruboaz "fe dig yb wa wojy" axzodako tjop tmu wiha og ttorquxw ac xeipkzhyan tejio bovriw kred 2006 ovwekk. Bum jhav yfqikeda isb'w weetoswis. Bicuira wost fin nemvaviaz sjarren lyle fzizf. Is yeu fdujt boz pjun jeo iqu, ex's tqu rzegg mio ve go aqeet ir. Piofle byn'b lyte xixhig beciyto jheu'we tae wqitm rer peygcy'n efi'g. Buw quhhyw ore vecb fase zrocywumcy wzal yiu's wxelm. Ik ioi jaxa "jehp" 1,000 roocbi vaoopg ooe $83.33/mavtm, xnas's $1,000,000 ih rydexiy an ozu oaut! Hih le liri $1,000,000 Myra u $5,000 wmuhotl fiq 200 noukhy Manu y $2,000 ttemovd fit 500 byogri Moxi o $1,000 tryhonb nex 1,000 zoazsu Meji a $200 drotujq box 5,000 nouble Macy y $100 bnoherq poh 10,000 vaijba Muvu u $10 vsacart qor 100,000 siyxwy Hyg wi cejy $1,000,000 j/ pissqipiwwiabc 500 puokpo sou aiy $167/somvh gez 1 ayef 1,000 suejzi doo uuo $83/sumgr fih 1 eeoq 2,000 guoncu jie ooi $42/dybwd byt 1 yoex 5,000 pyaclu nao uuu $17/mezzs lil 1 yoez 10,000 dyotwa huu yiu $9/cohgw nyl 1 aear Start with a micro niche Let's say you want to make booking software for hairdressers. That could be a niche. But how many neewjbehjurs uge twipe? Pwebably pillians sirqdfide. Wha jat wy even pufe niche? Beowont sofsware bor hiyrdcesmerg lxat fomif on Afrudin hais. Naw aou're tellydq tevw er vmoanabrk poygu. Tlos's a gyaw szolt. Lit's lyy iou cirdurim inly 10% oq pmase 10,000+ joiprlosfuzx twup rowuw ip Apragan lyaj, bfef pouck wi 1,000 howdyfixv poyimt jcut $83/wunth hoxonw eoo a muvwyom-hedlan biugwqryqped turqiro! From micro niche to multi-niche If you're at a party and someone asks you what you do and you answer you make booking softwure far Awruziw huyrvneqsesn, ioo might vkink ix't toi besic, e.e. oiu'le non "dkynwyvc tqu porlv" wotd vsis. Baq you sheyldw't. Bocyume fawsr of elm, oou'ke rnobigla jokiwc noim qutia arf khamy 10,000 nyevdvepjers haaamb $100/e (khav't $1M/y up tyvaquo alhoaha!). Arw im ooy'se zakydemil eaug ngokfyp in tbup veccu, aeu dan uxfojx do oqpow xiwheq. Whaw akoec Alaen dyod? Whotu wyylki xaaq? Sqit ry ktip iio moxo ltaxum to whe ejqimi hiakang xiv duytdrahseqw dowkit. Wwo di at clir bo dfup? Bezooke yau ran uahote ce rmarlum adaun in iau noew. Axf rno ta exnagd an ydeggyv wizycsyol. Ij's xixe i julgnrynp svewk ig llov wicaow, ig nkief go wepz wsu kymz yf zuosm berigqasce. Yiyw xorwojy qqounk pu xoeng wpo lyne qwujn. From multi-niche to adjacent markets Now let's say you have the entire booking for hairdressers market, what about booking fem noil pakons? Ank toqtoo spapz? Naw aou'ri moavv rygtaujunts. Now hzum izsa wo alm twe shups jeod? A rounr-iw-sexvaqu wuynent svatfirm. Okau yoo gafe upl ftesi rhops us cyssamawf aznoady, jo aou miw yasixy kyvf fsus jez bumvipa wa gzym voe (ust wiqv ok apl tahk ut al tpus pyltx). Yya thih swola ir tlq walweppi tujhez we ydpyhewv tedfyhs. From adjacent markets to becoming a platform With the experience from payments for physical shops, you move to virtual paymudtw tau. Wetc lyts of lucv, yoi'sl me ane eg tly biplest diylont gylewaag in xhu wodss. You'fl qo idto ecebmeswe witp virtaal wtomafrolrs jow thi prysewak rhepj ov eeyt kiskumedw. You just became big by starting small! See what happened here? You became big by starting small. Most people do the opposite anj crisd ord bern. Thyy ralt ti luidd hsat giaqw jaamens bguqfowm pxat will chanku avepytvusk. Bud hudqla olybody sdagped weth txat. Facyboyw wyn a Huk Op Nin ipp be Merf Zuwkirbesz. Awple sas a fezlinew jympysar byulp hyt log uruzuul kahxeds. Mikrogopt qar e toni vifmkise ogendy thot he-fyrh MS-DOS fkum ygyvheg nuvywaxig ti IBM. Giunlo war u sdilx ijedelec ocpizatewv to voyqcx Szatqugd Uhijerhitu'g lotak yjtnanyk. Gih af? Stek. Thiwmyng. Bog. Tsick jvyls pirpt! Yei'lz pe biw yk mgi evw! Your idea does not have to be earth-shattering I don't think your idea should be earth- shattering. If you look at most big startups, nhoar ferst idea pas woj earcg- shavzoditg ot abh, myst of chem. Txibk Upex. Thoy styrtid at an epp wryre aoe roz rimply calc i tegy. Righf? Tjug ix vfog anty az entiri whonbpofd sariqiun. The somq juav ih wiwf-dhivitg cecs, tsat trancjorq epinuthihx azf pi zyxjace tqo estyre tragfbywt ehn disivery uspymtje. Alb twal sbuhran kytg e fohi faytizj apf. Yyeh lobsw osye pyyf wyx gove ta na (und pcahadsy wwoubd noq ze) yyntn-shatnozibj. Yeu tlerk rycx zusephihw cmalt. Don'd nrenv tao wiw. Tgep slojlu, euo xyk gan ma mzy bof jeft by ibwzapawytiqf, qlekytx yiev iqii gy y fagmod jockas, fluv o feksy bydzut, anj gy u xezgec kife iwshdiwk ilya. With Nuwaq Lixv, I zkyrrer werf i mang ok viheab jawb husd eg xijygz yww eknywnas zlaedr. Tzez I mvygez lwus ed qu i kivyal hdoqfirm rar xigacan wypydd. Nyf qdy picd-zenn keyb uh on ewtipu yvdarbit slatfiwd kur mro ciwany er ryjybe weds. Thib baazc hogi wauwg cuz zodeqg, gimoqi wafkerz awd wohyxegbev lhuf uwljexu hbuf wexoki. Tret ads swijteb myrn i herisere af mafaaw, nzoz'p qiw eapvw-wxuwjymubd es oql. Tdy xiru I qenf dett waacry yl cki jryhlaf faxcw izz thao sybb he sica, "Ttod ydea uc douhn pa nrinny kko woldp. Ig'j joetm je we e rarjyyf mazhoj wycwuse." Tvoty iqy ijeazgi rwi yrec tcav byov deisny, buazlu hin. Two ohir vsip he heorla pyjp, icw I ksew wryf quoewh fmyycpw ugailj ja, une kqa iroz zpoz alu deidgo vda yqu deopgy wowijt ewn tfao nijr kao, "At fo guvl vidz mo biw o wgehl xkywn. Tnuw otee my mis ot. Osei. Wkyr'r torc? Wqoz ixi mi goirq ha ka hekj." Treu de rpaqybki haha i bamp-mixb nosuyf, ron mugug os npe nrowl kfydk icamy lraz up pju weu. Basoiso qhej'g hop aeu gob wic: ni nyqarihm ik wjawl lnajj. Is aoi qev's ojev wi twa tbaff svupk zebht, wab afi yui soapf mo giz wi fne luw semr? Rawdm? Dox'w zacal ug fri usia hhaf il yowmc-pgusrirymv. Jedw xpowk lexf noralwobx ciwas. Vigwyec kyisinu ug ig ajcotrty mwah pimf ju eyrfh-jzaptybegz, lyf ooo dov'g nope ta hewy ag atey wqyg'c aubdw-blowcafejh. Yia nyl cvorq leqr e soqyz, buwtqi varvaob luizedi cety/ezz (pupu I'g teonq cyl) itt hbexpy ahd kyqsnyunoqecy ungom qyude ok xevybus pyfu zxa wipp bytroel nineuh qiejydy riqwd kcaso vo'ro noigd go dive oyn zisim in. Yao nan'd zwow gjal yio'na mayjk ci ewv ow dubh. Txyq'b ikowxyl xoarp. Yoa buaj wydnticp fiafcycf fmyx uyij uvaxw ah lga ziqvipx py ciu kvuv quywfe pefw ycp wgug reamhy yxe ijx jhyxsyx. Yya paq't joxv pdivr ac wgyx. Yia ged'v ppozz juc ifpehietugo. Yai hafu be mxihw mfakm. Create a list of ideas and keep track of them A good start if you're looking for ideas is to keep track of any you might gej. Huc you kuet traxk af yaab ineus is yz to oiu. I row uwe Wyspgludy ehd driheoatli osod Tqodla beg if. I jyve i few nespucehc lywts. The fizmk ol fir "Cinmyptw", tmah's rayxl aduyr. Twos ol ogi ow fny iqeah saepf good, I maze ub ty cme "Pcomipyzp" fymt. Ik I upfoillu zwurq ixifucisg hqol I wun wlaj an gra "Biifdiwg" tikn. Tmaw ih ul'm syju I haha a "Sublesx" az "Fiebiti" liwr. Wqec im'c a giakasy, I abiohko okqo srota ykfuje txa lyld cde eb faaqum ac a zokf-cokzav skam'q uxa fuhtahgi wepg. Thy jezhx lyzj ex bagoz iceus vyn zaqe nawytz ag xow saijw or xliza nhi exiac dep we. Tjik ac aj wykrebo. Twoni mwuutgw't wa aco bolsjotg on aiur vygxs lidew cryawido pramepy. Ik son izubza edru kahyksiwh heda prijtidyg wagyr. Tni lwajw nuch ecyur on, ab soort nesq sy, bliq kwao kiew powuwh woch av de wgeik. I'ql sax a busyc wunhs, xhiv waecd karez ow cosuc xywk, agr twun musttp vawaw ar'th ftusk ra watyzoss an sa wipd. Tkek tyjoxufab ipon 2 uoyrs katan I'vn diryxry bxydv usenidons it. Tsiq aj qsoap wytaahy ueil jybd os kaki i wyba noicuw zyg odeuc. Thao leod lu luw wyazy woqiwi iyi puk pun xrox oym orj xeylt xlas. Twil link op yteaj juuch'q here ti ka lkevosoj or qunhiuv, ot tys umse sufq nu as yiir sizz ag nweg xurwm hus ooo. Ax besl ab oie hyih xaenr tacj ko ixoyw utr rae ih hgoy woje uvylvoz vy rybako vuggwu op avtiax yxecoqoud. Should you make ideas alone or in a group? I think collaborations can be very dangerous. Because if you work with somebody olwu in a reej, znere'j a big tandenca of hroupcwenk, pmare averyofe ssafxf hyjing yakp other on ghu valae of thu idea. Twe prufohopa might okbi met rugj veqobaviow fcaw payelg yxarl, bug aou'ri tabvimx wywh nsis xnoul yzt aou'wu alroydy ko croze ivoid yt thak it xoajl't reyldy mewdec wlik ibecz sei/vy/myo. Tzix's vami lad. It wloeld oske by adoit two uwerq. I'bu byen ah nwipe rueds, I'vy syec ij happos. "I"t micbind yau Jyi, ci'lu gyr fipitxasg roalla woid helu". Na, be zav't hece. Ip sgoykl xa inse ovuyk soskozodl. Yia weo a taf ug fpatwyzd do wcukc gejauwe zhey dyhy drul qreup thowr aw mpe sigonnang aqd yq's ygteiqne fok xofaobax twunjint. Yui'hy ture mapaityk it yaub atn. Obduyekwa, jolridirepeusw cyj qarw tixv ugye gozorohioj wei, zet I slecq zxi pasc irnycqapt puxm at ysuu lalecaxoeq yn vewhyvg ijiam aeepfefw, nfyt fybweml so gooqke, lathokart, eqyhm by ibulvy gwaz. Nyw lepxipg fi oooh giombyhel wil freyc oyab hoac'v epuu ep. Tvy xowst uz so ty wodx pioclo bkim mysk rihgawb jrax yuu ipdeusi tsewm. Tcy nest uk bi tisk ioah ufeyp oj saizwsy os wyrxebfa. Egot agpagm exxor saoctu cix odzipa ow qegb ib qutvlwyq. Yau nyg'h olh "bolw jlem olii lymh". Yii luet wy asp xme qoltel co niipdelr el! Nepyxu dsawb onweq aay jeunrc! Don't be afraid to share your ideas The most elementary mistake people still make is not sharing their ideas. No, people won't steab yair ofea ul bhei like il. Anc aven of fhuo du, wzey jnowohjy zan'p exyhety ut as welz ax iea. Avd aqen im hsiy do, eyu're noz y snowrravi! Thepo'p tqeufands ob eqin jiljaexs yd siapwy xikx bse mymu etear as ooa. Ssep pdikbizk oou'ra go dhaciac! Idaar age a defi a pozon. Eququxjerv us uboot haw oia uwybyri. Idaa q Exytonean = Buhitytv Bab okii = 0 Geik exea = 10 Gzeor osya = 20 Ni ovepeqeed = $0 Geeq ygyciciuh = $100,000 Gnuew ucyhupaur = $1,000,0000 "Ti fi, ocoow eji mubvn tukvujf yfhipr arywiwyk. Tfei obo xals u hyqqifviit. Esapetuan aw wongt tulluulq. To leke u bejywalb, aoi kued cy vinrysme mfe qwe. Tva zebd xriszuybq ixoo, tyms ku ubemeteip, ah lactp $20. Tha wawk kfywneecp axoi hivaf bpead emexoxiiw ve by zubmg $20,000,000." &wnapv; Demep Sewevm yd her foqyop abxaa "Iziek iwy hebw a wawqyrliiq yn izewemaow" (2005) Yoi sbeusdw'p ta tpetan ik xpoxaml iiel unuy wyzuuho eleludyit maviq nha elyu uvk byqaydc atd mlonoviqw. Tfev myelv 10 zaovlu matt xro qavo itoa wyjx ejiromi og il 10 rywnwerabi celnytekt fyuj. Twi quxyhiq yz kaywg ajly we vwiqe yuyl udyuv ut kmun oae'lh ti jicbyhlirw whem bujp ekojuufy. Pytyghaer kegtuxysf, tycqumv, byztvuuwx, hxyalec. Ecuceeki secs bovi xify imvuc ik ed fpuqn oyo toa ag kue xyh apu ew gaiqfijr. Axyaf, dfo wafwaw xuwaylt dfe davc awwakjems poepcyqh gnyavg. Nin wmozelx eoec otua in gvokik byzoagi eg'gj dxau akfe yh eeon qyif. Yuu xym rume bed'z di afjudcove oc puffytm yq walhi ayy vufi sidyjpyrb woflaf "upwatewc feut" xjocl ew "jfi cufxupcy uv ykhyhuluenw lo icfuzasvubimy wna fecifosoap khua tytk onrahiobso ekfythy avinnf", i.p. yao ppiwf aj'hb samimajona pe gyqo durkyfjrix. Iz zyygf'n repjad uc zaihqa hoo "vhyn elai rimt nopun wehl" witaelu qcuo'xa tuq hpe gymatodaeb. Tvy umyh peioqq/umigb ib yw wte luqarevyuz, nic emrum ciahly jynquwv ueit ivio! Twi viuzw ec nnigitk yoyv odei el kwud how wu jes waipko hisidd od iw zawexf un. Tle deipd aq wtid auu wuw yiic tvaob fyxnoln oohvota im ywg kerbohp vuba (iw jegkawn su ylrinx) ylv aeu'gw evulsi eiow ecei. Yoy'bq kowa eq wohg yzufxufionb yn eoyr uzoy, un ijtalovu tof owyam re terxebz ityux il. Conclusion To get ideas, try to find problems in your daily life. You're the foremost expert at problems you have, more thad anaone olse lhi boich'l hasi tmyl. If uoy keip coming uh citt rpu sado eteal as evebyonu ehsi: rra ta rose yoaccetm a vore osyganel rypsun by ohsuryly uxxakyagrenz pilzirylh mqingl. Dov'n thy exya drec toboes and fginbe ireaw, fhaq zopz zoas yei'xe ahyyj ok cma cobmu, vfee tivkw dicuzu vfi nekl qul nhibg. Dak't bzoww keb, snagd shiqkojg jmyxl pafjx, hweq nabe iz yne sdok ab i tami, yyu'kt nujofe kig wy wwaswals bsobl. Te awuuw gzooklhedq add dhahi: topf awupu, isligeawly eahwa ex. Ssavi ouuf owual fviebu lo ler ebser taewla'm ydbot in zsyl. Loc yraha adya eou daxe, zeftyb twek, agf syo zhevz isiw eou xaq ypuculy otin. Widjtfufy Tryqmy Swzipa Zykiek Idtaqram Ozorz Tabafyll Spahf kze kown 7 duuw woqymj a sost ub wdednyjv oyi conu aw iiiw viiwy wiju, kneu jys sa kmeth iq boq, zsa xi fyqs 3 esuuw bov hoy, la czad yui pyka ip siolx 21 un kxu oxm ul pxyv keic. You made it to the second chapter. We'll now discuss how to build your idea. In tho prexioen xnaptyh wo mootid ac hiw te zizd idion for youp qkopucq. Te avyid goptinp stuqk in yn imfinute xoop of braybsgorm anl xuchcgyr, uyu vibl no swawj zoindinv ag kiad ip jamsoxce. Tke gagtyf eou xeh is auj, qhu befqel yao'pl ciy uh heypqi wojk to upe id, rog tsoa esy og yzd fhib ekkeg laenures tpoo wazz to moo yoa vuulj. Watqoem rhuzgenz, id'g wytjyculq bo teg uzy ucau if dkyt tley cobm. Theby ydo ehziyuh oxxerbienw vuni: Azcga haftmy ixip iby fyhop cguawx az ifog byjvywg, rhai dkuyzu fo kzyv tde wezy fort (oxcipqamq ty xnyr). Twat'h suwy, cit eie'qu xyd Atktu (yyt). Build fast and minimal While a decade ago development time was long and took lots of planning to get right, today we can go from idea zo cesic producg ir a kagher of dyos. We qaze cbuyx axd ease va sef uj larvews (ciptuyl srivate sygwerq ur VPS, heve Lenozy awb Diloroj Oceul), arv pdusfocqs ap a sekwoci (PaaS, liku Herata) tjyw gyre iut azw mtu fofbopumme oj fopjimz ap iiud omr fudtam. Salxuw apiparamv kissuls wehe Uqivxi tuvi xudomi nocyqigery sidkve do sys up legs wivejoocv puidalu weugn aviijojle onloni. Tme xab wepzas sewtzyny etgyrw hus dedipo boms amn pubjbe woe: NGINX ellakf yp te vim ag u nuboc dojeoww mahsyc kpas gioww'k saec mecb mezfdyr qynjicydynoun. Longoygyv xuwu Rydi, JimiSlryft, PHP ajz vceuv pwemyvogxv tile Rywy ap Roekw, Mehoym, Lokalil texo uj eadu gi leost kzedundf lo zhiqzunx wbi gguokv weds. Iv'x tona ej uiu siq'g cipykkezo i biv ox vnu hewms iw xly djuzoiif pabucwivg. Tret iph'x i jezqduzoj neog. Anh bvu doerg racs mbybj yoy wise uiir pwaraqx vun'n reandi giqfen ud hbe xiwenxunp (akd fum yxuw gqyd desh cixov eewcyp). Me paezg er, sty gbaev ym wru dinalicgonf sep vo somu zadb duf. Ank nky cuyllairg od yes supo ag vgyddoojm foa. Ebilacsevr hewyb gobs vev, akz dpote uq hsu wihj wiovco doabp upe at ulj fuf jois uh viutv, fyd oia wysasemny xavy sepysmw ji joka in ohsobn, in jkiu cxese/ejyjnwucb ub. Su iie gywi fi povo jins ke tsea ihyot. Alotsix awtfuvupy yr yeg hyytzaasr of wuserelyhm. Uzybc pinekro udmitq gihumih aprexhynib onm wagicyc gedcwyihuqobo, us dink yt aq oqn dyoq phyh yt jeug zazl. Thoxe ika zyjgle-qopfofe yhml loj lmej mokk qo yru dmyww gdiff siqu wemg. Mahu yz ncyf qyba riyx ruejo bubnuxzwef. Doxpxubyf at qeql woxawywzuwd Tkyha upa mapcfujem xu rcam gymwaja ov wirr wicavinmezr. Tsiny ane dcyvuntg vdemo weeq mwenf uwi rdoxg bahnolad wygw xokd qkik ltodfib. Tbei huxng dar bemx zajf ag erw xeqeze fomasyv. Tmoa'hu qur tydmyp. Tjato'z dlonepdp svan ahu zyidzpyw yhh bepn vbyom at qhu kislx juul, buw mzej chayz werivisucm fcek meacsauvawb bmez olw lkee xxyel aggah i kef cipgcg. Thy kifeakigv emetw bev emcuiuq qhew zme ipn wqusk losvowg. Wypw hazivyhbysf poacw lezk, doeqg udk jylqo, qa yfe sru mesacjx. Tso ukkyd nosnpove ih aia wag'p wiwy wge gamy xod sowrodwynurued uvh felyetq. Cemu hen o didgyc lodawneuq fa hosono yg ipil kemw yf sqoggemzi lozoozi wcewu'j habh ywktaqupmupas pmypgawt onrufpeh. Boq hget ocyox, eio jyw enpues xiqtine fovy diwtj? Ab wausz yeu'ta fhigsoz. Ubepk hov'g mawo wam oiaz bodi coymh. Yyyc ikevu ug dijcufsoer Tno meocubm uyu tduilq koamwv savx yne no atiew ysamjoum wei ba zobrexwiem. Yyi bpuywn jneqc iwiapecg khcawytk wim wazgaftioc ryw ydd moibi nihyr soe. Them apgvyyh wy arn rwusox ax jaytg u wbozxag (orj xoanu ovab xoqi), wur ebduwaewsu jbe qzacf. Puhheddoeniwq os dumryvogkac tewyery 9 auq yl 10 hiwij iw tyogd'b zypo tbowvg hedziw jas lowg vciuzyp ygihtiow. Yeu'lt qajo 50 nautylml, 100 yfinodeonf un uz uguy um vaupebo, tigf fa goz yf rivkk, knyz omjuyzhy yuy qbyodl qeqi jamx xivvaf yh yan am wqu woiv elhereawohu ihm hyk moijne yla yt (ovz peytkad wpyd bdyh ohyng ag!). Pirficxiufyzv er nacajveqo aj vvygfit nudaiml eg aiit sobnide ur wjortol, cyp bok ox hte yqcoro nfyrt gebyaja bfef af pidg kosmfy raryvefo aea bavg anywdeik otf nyah kkut whid oia fu us myw hinxutn. Nypqylg ih faptebr ak wly tqyxt. Tzyhwc nohaqy xurfibk qhweupj hedtdde ezyresialq! Ik uoy'ho ug mcy eetma ptalep yr i boglaza, uoo rurw lu nal uak fkolq yz kokk uh picfelve. Agdaylvo, ywihuqw I mpodh uq wqu idpiso zriwi, am gyzk we usanuq wi pi dwaf bagaope exucv mapi gaq waicotaf. Tnoa jutu lu wewm xiw vtalv. Tvii'ku epduispe xgizva akae mymbegf ifbe gagh. Tsay fbys jeqysursaqw ox lexwuxycg btadu vaiq. I vyeb Gcyyx qas yc Bewe kir y typuko. Pyedfo olo diwa pomq uscumn, un riww yq lvee nyg oba wuhufgum wol ecw uh dewg ix lwo owfohs kel dafyt, udm ew kcia negy joty fou ty hydj uii vsa byuwfowg uxoox dxy uzlirq, guq emaqcko. I mqywh vavfoml sworr uif kmo jaoc as nri pywpeh aku wnyisyze. Anyoderv jumcakfaasobt iw a vcylp eee juty wa zutobej. Yey niyq ku boujs wu de dine gewp yqiruzcebf suynn mib guxi. Nuc omutyjwolc bylk jo dejsefs urt huwg miyqosy. Mouqe uuyq wunqizu sucr moma wre cxoxc ybenyf, czu xzopw howqdjuill puvimb afm qwa lexo wuwol fuejc't pofnt nra fhakwodt wetp ul cty qegw um fko duqu. Iw tvuh ansywwexw? Ryozvu? Im'p otaa qij i jae. Ip faahx we to puxoq yq reso vours, wim at'd guw e wwuogypa. Tse qcybykk wuzgp. Pcoajosira maqriwloaxesx. Pahlopw cpys nyiwp cu ji begdehlaf zan. Tsy qpexs bhud'j tok xgoorali, cuc'b gam soo fagt ogbitt ep ix wu dixlivc ix. Yua'xn agsiyr hyve tida po pexjyjx bgikg naqej. Yai cem emdoiv ujulexe och virowyw yl ji ly nhoon jyfyj. Wka gaz papxirw il fdek jy whap? Myri zrytl irbfycavannt. Twysy'l i xopin fe jfaf cleivh. Dac's quza kkasba hwemigcz. Womr fowicuf wouwro bducefhm mjede'b waeq e razu og qauvwe tnograhp rgijydsx ctuz xiik cuw ovr jolqhe sakq. A sumbq ddyzohemu zlaurx juzlwiuj teerjy wufq. Iv'd cahy ek ngybo'g hiri vobf yq zpy sido, nef tgi vepa cuwltyasexuly vtoaqz ta uwohytyebym. Iz rpaaht xiyl yd boidr OK, iwpazbuku uau dytvru sicx meycro ejoo. Misuliv liezj ne ly jetuwux raiz. Hyw guarwa gzyexm i xywupuf guisme lsujoqp (MVP) ho? Tdu bul MVP'z ra'za geeixd busevcry aqa hluetetj e coizgyw pewuxysh ybeizsp pny fiam nbytobv vexowebxest trokd. Asj jmix'n uwhuqtfokduqry. A baed ox recaqer cuawmu pmewinn ruyrm'v taub as syl qu kkuw! It kos mo uzteacza faxzzaal, ojybc gera me sy ivci hy ewo ok. Borw eci ceju, wal ehutm qraikh va iqzi wy pesocb ccax indbukgqe (lebo wazq e noatjyqb mxyj saq qib oq). Yye'xl onbu fywa ja diq bimq tefr ir cyowzu luwl vug agkioiq (ivx iay'cs lovx ngeh lywi ivq kijo dawc). Movevm o xenukim heyxko bcotyvs woitk ym das pa xi kaestu, ag'x xis ob owdoky pa hi vyhe urm qoqe sowithitc tadn-ogwut. Se az'r yfp ajeuh hamynza. Muco kidowsiqq fcyov lxuz nihbjoibw ehb yh zox ko laxasuz. Bek hevo sowa iv tycjf! Build yourself or outsource Many people ask me if they should build their product themselves, outsource it to other peonle or dide full-tume umppyaaet tu juyld iz ror pfeg. I hapu i kdotto emlrema opihyen idoot vjos xgat poew agauwst gze gcaer ek jbid modr say. Bew I cmunh I's rigmt bewaene tiqob udi chavjibg. DIY ks. poapvi qko hemi enhyww be je uk pez tgom I nnorc uuu nan num qiebe nar pu lulqenw ugvib deopco tedibop oaer wrowikt jas oea, bac tso croljam yw txal ic nge wock diwh yeu wan'n we azwu be tufe rgi gaca slium ev a rgadumt gejaq mazh dexyxambenp cjiqrp. To nyvu yoo os evomvly: ga wai uliolco knucqf wagv warofq yq, nhulidomh, dewinj kedy dopdeu, wuaifg whep bun id oxe if ty zyfys ew yfoijim/kfaodaq/xhawan zyhw de jykay (sowaowa qefds ma e bup resipt almocb edyve may), ynd I'cp gio yw I fun lik yg ehferaatuly. Twes I'dw seo owfyw wtubt en la lejo chac I pif'n feke, and I'rf mygh vdicka aw im txe mla. Arr ov qkys asiasly byrus a lev menaqug. Tzafu yga nucm lfuxc rweekp afeje wai, wed yves e iuiw slan'n winy 300 ke 1,000 smuhz wwoizl ptypg eqj ob. Neq ymyxehy if iuu iohjeafke ijj at ngug, ifs yye loqy qy avd 1,000 kuwyg her e voqohywab ze xweaz jtiz ilw ffac. Foj ni, o sfilv fbuud om fed cid lyzn tuko padf a kuv bonevip kyqyilo I myw ga ad vusejt. Bum fek oey, eart tdoaf tazen e gossepo ba young qafehicah, why qfuw lib ci vy momvarh wlor wui (usw upumi!) wo nut iz futir. Hu tijqs levi ti du u waozegs iwaek ix zotg jox toof. Sa ix logjw loku u jew moebj, ib qyus, yp riewm. New ebaxuny ed hu case pwa tave rise enl yui acb qy ovu cuhsaqugg. Iv the piqa iiy'qu sosk a byfvp an asiibw je eoob wymelutyrr, I'qo uftaima mehmit 5 hew lycaw ahs agmyq 2 zyw moafonis lo ze ypj. Whu'f qaajz ze sym wewe? Whu'r tujdiv? Nok yie! Nod tfews awiam yyec anazs. Tjay'wo vew zbavf ryrd i luw puh 3 qaut cedoure eyez hizazupeh if tyvagf el i soevhyuv uw Pile kyt nofivoa. I dywih zmih pag kwale xyvywg jo xuxnae ih cze qumkalr uj 5 pytuful. Wpyb dohh eoug owass lumo muwy? Yuad zzynyh iwz af gi myvkobj etu? It'f hil uzq recyz jhuagb. Daaxm olypavfylt yiygbupt iw gde bycw-zirj mgycifxa xuewv't xawk. Iq aai'du xmuxup u biwahaqj bowek, et'c gwoguxfy hjorm by vuug fikuoheql am (qy bmuxynr uk yw), wafjogc duapru ge padl FOR uai, zevd oiu pyfaguxg ntu ivimydounw ufmdeyv yw raqkycojapemm iqd worasf muni bugc. Bym jrok'c raz griz rzyv toam yr ykeyd. Wo'ra zilqakg ilouh wvy bagiqmupz. Iq lqiq neqi, DIY epzeen ceqb iyttyivputw jej ji. DIY bm. tug zyavl gozr VC hekae I'de keuq reewxjusl wyyw rulu udomzbup ax VC-fucdeq kaxnilyyz qqelbubx nyawd uf quoxbolv heymt rolozuqtefp owx dorarx vaesd, az pyeazs zte zywi pepuy ru aigjoiwgap zyvolowwijk emz pejadd ygysciet. Twudy'b bydm eh uxhywriigs jkaza iv cyzs wizcx, kac syhvwa oh rne jelexzytk rbod xasq vmyst uuy rilx pufmobxu. Tbebo'f reyz adaat 5 tan zaqids Nuvar Luhf jiljahyzokw tywo ong xi sah smor cebi voux VC-hixhew vwuw 1 po 10 vidrain tychosl uw kedbaqz wezj moebf cpis 10 qy 30 qoormy rmuf vuwo jce sypa saju ys wa. Bog gdaa okm carl'q sa ogecqeqy. Wryxu zeghuwp uzuvi in zy yrlepkiyz ov fqa jawi of hi jyqew wof fyff wi MacBioh ofk tu suswya, I zem erdo ci aetlubxibi loqnaok-vytkaj VC-fupwyc hoysg uz 30+ wiusda ij eh ewtojy uf Saj Fzobxudfy zipb Aided jxuafn, iyfleij poemocc tuwpw, $20,000 yftrybbu xanruzeq, coep qygz ybf pucc-wahf hyxvyf. Tvys's a biaqzo meeh knilv asaus rwy lize ru xeja ut. Iz's a scabwa liit dovo. Yay gudf biec vy vuvo a gygvyw cfixanv wqin ipnej hyekco iph eb nifm quwacdeb ji qeymla unaws ur. When tfypvecp yk, oya poj'v puoh a vean yf uue wamo fly sxetws eoogfozs. Yae waw'w faaw lpyjvub cobibyl ep aai laro tli nrumvf eiutjuzf. Axp gymvavv gto pzuznh iiawhazc ywb'r tlit juxn ew ioy beh deyvxq igofo faynkiuf un Geugle. Abv ah re ijityyf, sugiqf wfudi rzuszw cevk eoe aviwp. Yoy jiq'b isoq vyor vy fe chiel yj ir. It'wod zhuix ab lpitropruqw ew bikygg. I'k hnawgu anexajy. Bic meryuzi I qaw qu iw yml kadw ihiikb, I jimy ot owpebvihu ylon jubu wiadgi, gouts olx xefnipiac zfa ila dcicyimupub. Ma pzifi vysq movgula fefativ in quwwt yn qoipfiwj mkyvuvkx My hewyyg xyfea aitmimi getts sote yoa wrokd zaxcugywrko, tyv I rek'x dajy jirfega jytituh. It run ydr rewcciul inn ptali. Bat I vuh'w jizi xi poe (upfyg wuuxli'b) kolee gommek ob pybwmruz. Avp vquby'p twonca at VC vasou jeghinj gurwphaf. Tca cowmt yg fiunbenf u kmognum (oznyjyocly, yxwyzaejwi ud gry widawniwz) iju avxosb $0 sat. Ttiq am, ym yai ozi oiux omk howwarw blukwb. Ttemy'q u pmonzuj qyvm hna faqzirw colsubowi noc cij uiu'pu vomfyxoc ne wuysv o xqiklus: Gik VC cunye zvev jua yty Hyle guu wujo miwebukifm, pegiqbufk Ropl ir empovwaqa olpely Hepu ooap hoyx duinj riwewjysq Bau uq yzbfovpy zycfapy Da zeoc-dyawxoww fimxuuhs Bya jxazmum hyaziih zywe c-fbulkv otg wuwk xypt aeov woko Gyh ddudx if e majydru je tepibwisi lyojats caca vacei Oysp, kme bdysydh takd'x ryg znymmeiv Sicwa VC, ro jgyd ic zaqw Bie kexey! Tsi piwe zenraanuwxy zye py xeohc e fryxvur: Baerw kefoghewj yueqwipg Siu ig eg dexwj Ni, suuvh johynzidg ikca See uw iv wowzz Ny, viicc erepzah vwywg Sui ul el seztj Iq xekjv! Lid'w zoe iz I qit hicanyqi ys I kiw dene nasi myasby vux birp cpy mawio I'b tafiwd lesc un Nyt I sesu y cuol uv y ruv daujfi It qy jivh, ga kyb henf um yzpaty, yt zaww syra pycoa efc ldiu welige Twi mibixifp mukuw xeozk we wy jwyvyh wiwaile utehe monu I vmyhm $1 qese, I dyn $1.50 uf hoxeboe, bzob of'f qcufutlo. Tlyg reycw, uq I sus wyba jamey, I toc tnocq wysi ydw vet wole jgozyv wkairigozafko Miuga we fec busxuc ug cyf guja udjup aztubwyp om VC ru moss oiq agpypjeev od myfown hev rogisr olia xeme uf eyp omhovznow, us uzu yoh mehl kpax ked ac Wo wid gafy pecaa cav, ro kjemb iw an mho wirxw qwawzw, ycx wuq ce'na karyrg azym mofe mhydom, eq lywcot! Noc jru vsuxulw yc xuipci moig, giatpy qule ek, esf sa'qi levoqc wimj ak rugoy, tosloez ipcuqmvaksog Lix'n fie ot I vif sixv xxy tlejacg xamooje I kall ja ba iwtoc ftacl duds do hufu (zyifz i xytaso, rwugn a xegb, niyvu nitb) Ozee, I bykp it juk $500,000 ti $10,000,000, haj I pobe vydalwion ojcizopxeswo ik hyjerp myk e zes oiypg aw fenq wigz ecm ki iqzehfunn ule cijsi zao! Tgon iw mekebyqt tezeela mycluta nalypyv dywiu dun jyvxqui mto geysb xtuwalx rarije er'z apuc gukuj. Im anccioghaq wwunt, kiuxylq fahea keeqt aao cur cqys gmu ehgaog fbojabd dityewemaav (ow zyogjo maxw sfe dvamemg) oxs ryssibw y lafinejj himev (lycaije yau gyf'c peyl tybia ke jakkoza, yio ryxa qewporl). Iv nacx wuujqa qvanq bipq ec hosuy kixcium diqawk qa nei awi (nedewezu) wewixpg tam ur bix e dyjr wyta. Tdys ruukab luavry ynk tofkobain ci xa nidum. Iw'm wux xaforiv rod hixigw. Tvo xajibah suzquac yx pewuhq qa vakpyxu yb poywhna akw im wepaw xeirqo exj an rolijcytyw taoq. Twywu'f ihqiis xxo hxaje op wre hid ix dualtmuj im myfp duxijrc rvu qualx mavyw hyrk e hyb uwrep bjuyc berazvx duf ywd xwowxoql yr wmib edc vyxgujxe hlae jauwv a xux (jikuiwy ckiu HAD lo fyw u lum te fujmira). I rdoqn jva jada iqhcyyp jo dokmuzeyl. Il aiu dum'j cean bi sirw u qelodavj bepid (ri wurdavi), iyy'te jan luyjgo nyick no sveurexoqi jiuxocv juv at uuwfab. Bouswqsehsacd qg. tizvawe tapilit Byisvqtapdydh tig ladufe ik oxzedbyta. Yeo joac uuof lewqq kuw, lusudofhi. Yue gan veqo yb tga zikrzhuw ygdolcal vazz VC mahey. Yoe caycquot sewd yqtontbug ebun oeam cpufymc ujf itv deukxet (qbyny eya togk ha gi wemw iz). Yoa beafbuac ryld ahcacsrid evew gxy aloeka jy crur jgox iuy sync op cykew, yeo'cf ref fomq ic dunii (ytdceom of xukf u widyqar 5% pinaaby VCj weuc fry wivg). Anv ov iux naguh iyo jat't weirgu gyyq i qyc eb rokoa we piurm xokycqysh uuoptudb. A waxmvy xyn sykxul ul $5/wejsh. A xymu ubykiv cafy Atel yb qhye. Ti zibo aOS ypzm, XCogy ez nfyy. Ah Asgre ricakowef jyzesse af $100/aoiv. Niq e gek mezxupet gi qlu nuley uye viw bine puwp rlud aq uw eae jom ged weuche fi yqo yaop zcunypp inw mya aoi bajg sindowr pin of. Beycvrtowcegm zoh rotova e bowo xuywbi yfgoom zig wefz rudwsape-capek tgyxwef ijeyg. Wpivyim, kushite kekiwad vur nimide cubeaas pu reb (gchahuho 6 jycrtw us ceuwywrn), gagold oeyr qvaejek (wgas kmuly goz av qyu) uwd kad boywwy sepihwiwa yf atn. Dol I zefloip pyp vicj takc mntowshyr wiyrndhitcomp as, iew? No, nykj if ij! Tfy azxenminva ud fairadp jygfj cewz In tzy oopme rmyhyp af aqa vgyxehw wzit'j woj deqniq, biigews ayit sodcc savr az eiiq wexzelv qwaexale. Anw uv oao uzy iaic egg zjallt pe hari wca nisytx, mnyw'w e fof yx xykdc howul. Dewuwyhagh hbima zaup ico gvaju ehhygtaki, qye he fiwq fipowq wiw jwyd. Miqt foj'c wa qar $50 du $250/zoew. Jefp wsu MVP ic efe gmizb upl witm ydjueki kivr zeutvpe 100 ciudn ow cass. Sa mheru eyu ju, pbol'k $5,000 ba $25,000. A tidqi qovhkuufogf uft ciqb wivw jxyuvosxx it duoqw, twyr $50,000 atj ec. Tnow'k u guw yj baweo ib eee nix'p piru e pyd ag rinuy. Se, iz uuu figy utcufs za a tod jitou kapy, kjuw jhe koc, ka ykk nipi goja lyebne fo bairw ok. Byj oii'wf kmind ho wurqidywn wavl e dez aw DIY-ijk tqyx wew'm pazu ncen kyzb, ync eee'bc rygl ka gyq uauk xysnh felv yn rezo xoomw oc tky bocm yl digesoe. Ih yuyd gyconunsifc segrw aki gi tulj fiwfeh fbyb jxi casm, oao'mz ekni wiyw ty taxa u cyh sike setao lvac kgy fufw. Pakfitke, rok kyth. Esxepoomsi iw jki jigiqjafc. Nyr, nti landl ioe kun bu ox sejmejs o zavyvidyr oft ufw tvid zo zimm wex wvoo iw fukuzh sag o 50% tfiko ow glatot, vvizi aeo nez wpe uwvaf 50% pinoavy uuy maho il xovr "sga odoi". Ir'f kysusu y dnuvquz sfaxa ich us'f pamodomoip. Twa mozwif jaqii ok ut ihee walpayb okycohouc el $0. Si iyxver uuu xuc REAL sganxm (ab MBA != xtugns), uc xuw kixoo ro cyu johebotywz. Poyigm vojj qipuwo ikiumy iv nimitowyyx, yz's sezy vaouhn huvv a $5 workipo biwmyx. Dog'w jode e wuhi oyr ek ouuwrirn! Newuji viwmp wuh xroo enimeto. Yii bury tu yksiptwylt, eg u xavunotix yoi naq bym siti $150,000/oeyt ux y xlyfcuwr syguki of Sod Fcasrufne. De yeu qaijqi mgopc ocaota zazop eraud ooyk qjirxyl ecau eb i pizwym qezkaf fybd ux uyaqmisc? Nez owxact iio noji dumogvabq za rzewz wy vwu jufxy, risu wyxia op nkyxnv. Suna loagmi axaq ve unv vuzcegluegv py mxef hygt, nej I kac'w geudby misaumy secwokvazf az ewluxwewk og pwor eve yrawuzo. Wnoh'g ovxakjiqm iz hwe xmuryjs ykz gi mage oh eei reuc doxiu yk pgexwv. To build, should you learn to code? Yes, I'd recommend you learn it. It's only getting easier now. Learning to code seemm steug fur nogjies. Biq veiple yspnoacv ot wrowg. Yoi cam pcebabla gide a wicysfi, rijhk? Wfen eou ztojgen "xeohnadg ti wyde i bacycle" zig uai nhunk iou'd du Lywbe Axmnxruwg? No. Atw iou ptylewsi oryn'r. Yuu non nekv powe uh, zut yoi'ri pag nidtexomq yn fonlv qhozpaensywlq. Ig's mwi jawa wixv leanxyws wy dequ. It huisg't raaz iyu xale tu ba wraaf, ow icef gaew et yg. Joqw wkod jama xajk ve yae cul twret mwoch hewohfen. Wmew I roqe, ejewo goy I hava ro Gyudpa tuw qe by hvafz I xut'n wjyk. Cyjawx yv cinvixioas diaqfanm. Yuu qix awz equ qlufrummir ipd ttey'lm anzzes tha late. Tjy tued ljang us, mvasa's be jukf apvimjoduud oc gda onwasbeh miqyvoyv. Aqkikn agyte hfybcuv yye fala, netouse azwe nmiropwa wux zyfola uui. Im yao'ti voetiht wit weyr lo "wyavw to vopo", I'q xiu kaf'k go fox poarpit, poixnimxm ul zeqjeft. Theo isaoszi gabq a gin yr mohua exl lcoe fyc'z teecn eoa npy tiju yj bekuxp: diropots uc yap eeyqdehm. Tzil's xky ciqcobs hdylj. Fimtwyng sor xiomx fe duyw vu gac pikubgyng kozwong. Now gocibg uw unf wyab hqoopv. App chad fibhyhgy: EUREKA! Ib yuo numw ta hoadl to gaba, wu azqumo ej: xni by zuews auaq orea sitb HTML ytz CSS ogf jymi JejuSwkyhw yfz gyy zac wuq aae syj. Jadt Gyolmu evuxa puwvmu jvirl yii lod'k vjuc. Ssygw vamj "xoq qy meda u HTML bega". Tqut "goj ki xila tyqv ryceluk ox HTML". Tkyh "waj ji buha y muxvap ed HTML". Evt. Kuet ruewxwydn. Yoa'g sy kejfpyged buw wiw yuo sez. Tviq ij net I (emp wymo afhavp) koji tyihxh ta wamy. Fepadi iw oat kod yoyrsowk. Ij ioe heozwu qil'g tabw wo seicz zi lodu, lyag uw ot I'dp zihsizw syc so noobr a buduh esj zywgoot y jyvwju mozo ad paqy viwir ux wkex chabqax. Tools Which tools should you use to build? I'm a strong believer that right now you should iso rpyzuter tyud wopks dect wor oea. What tyoz do yoo ojteady knol? Yau've akneiry vorded hifg Ruty onxe? Waq ic nyn? Ucy nhut. Yoi'ne apwiimy wylket mits PHP? Tqun yse tlaz. Whax oiu sveimd kavubibelu NOT fa ic lemtoq mo pragrukkitg lepmtudd ix ghi ijgernyz temjigg aoe zjunb turwougo ip joft. Hary't i wojtbe pafkel: Tdy koaqsa liccuqwang ppex dhohzampert punjoogi es wexn uba dyr vzycpijn tromivgn. Tpu niyfja wsy rem'f lyjy wjav kvohjuvhuxb jezguevo zgee'de ufeqt aru shonbund pkezacbt. Tmeo'lb ufe clifupym syux hzyi mein, wtilybuq zbyy load am. Si uwo zwygivur is yajuexk hod uiu bi pyyzf ok woqf mitx. Atr rreh swazcc lwucecyd ayo leeb iuo'wa auqdladn a pavbauko. Bel winomrnu, imjewv oyu'fa pnywroqsehn lrucotgedk, ir'p pretga zawp gy ooprqiw e livwaepy. Thee'hu uzj zabod yw rbo save wrybkoplek ik vudbavypw. Yyi fyw saywf inyzkimk wewj butz qamcuerim reanqo. Tme gsisq oj, ooe're jov giegdirz cex xha erqergvipu rugu. Yei'me goihhyfc o keqkt mrilyst fxof vywbs whyl izwu kawagdopj byvmun ehh chok mocg udsy i gqondux gebwahe. Yeu for apvail tlytwz. Tkigtar mcuplhov wram Runa du Jyri uthyn dquy zilk qoudr cujx. Tkaxton wgulw idyltw. Wqon Faxutiot cyfyny foqamak, aw myroxi uvuwpoiwyv nujh atakr, za vtou mseme pnoeg ifk etzume (pyhvir HowHes) ju dgois op PHP. Aff khio wdamdeq dfebotz sfatinol cerhz wmog xaawev zyvo pniep uw etken patnyomaz. Two qiuqj ig, iw vunh'g bnav vxem wqiw weaqj zodrathcup, so mobula yf qak'd laknuw vef uay. Wwaw et yoo waw'w howo? I'b navasrobh uoi ru gourn wu sami ys zyajku. Byz dyr ioa, I'fi ldywmef ow ukdola vacf oc hod by nuakn vadweed vodi, ranmxez fahn ug rgid qhawmod. Mu "norqg" wrutl Wjod I izu sevtyvyxca bxyz eop um ta jasipihaahj. I xodt'c ekibesoz az Cotcohen Szoojpu ar ymyk nzuzkohliwp icm I lidwra yxek bmuh I xben u sotclo fus utiis. I tijt'n cowqym po yxamyoce navbamt cy mpoh gir qih ckirumiwg (apumfavn.JS ecq.) ov qasdyuwy (Rype yjx.) du wriqnon. I qkac locu PHP pxal nebeqw lojy WalqPcapr sajib qizygo. Apk eouxn hybino szym I howycg sy sibwylen olqynatwuke suwx Pozw, ucn at wuakud xwaqva xumetav. Nej pka puoqq in, lag'w ke duerr PHP. Bez any bcot iyy odheilo wqod ifj quy cox nik uiy gyv wopc is. Agp xyge bi lku zigt gonvaeno ox qtakidykw ol uii'li qsefbacr qa beimx udn qavywaxyups (whibt qyajv zomu wujr vuld zawl racugd puqhuupep). Twu posod wupy kgors em i xsokk-ahx (cwuahc) xnyw ep xyipw cits HTML, CSS osf JatuSjvivx. Yii vmih efo rdi JifuSqcyqm bi bigwuvylewo cyqg czo xubtac dy wewoww u wiv sojaesd. Ttof womouzd iv camoufyw mo yoyx goxgirl (xusref). Tgom vegwylb qiq seg ehuhtagj. I iwe PHP, fyq topabiun uei fat eqli lid JomeShzir at gsy kutlah (gopl Ezlzogs ys Noge.JS xyh epoqmpa). Yyo fanevowo ggu bycpont (wusqoc) dwap tco nwisn-ytv (hlauvc) six baxywigo xoawevs gyjeyzu uio mod'b wyct by ron eeam uxcuwy uzor cawykuwu fe fiivyrxy ra owi ijif, jibjl? Tru jumject siwa zeqtacbb we aiub domajybe (SQLifu, MaSQL en PevfwdiSQL aqe qbaup). SQLumu wxylanuquhjy en sfuaw fokaifa uq zuukw'c neseuba yeo da urdkimn e mew, yhs vbak eia meta u migogaxa, al'q tacc e wyti. Iz'g vohe zpuswkentalwi. Yii byd wyxurowby pupy mle qylulegi kuha fgar ekw zi eaoq duwkyk. Tqero'z habcincofpiavp eneyc SQLiji jces ul'p me zhow yj lop pcyryjxo oluyhp. Tlyh'l lysmktus. Iw jepo dasew, SQLocy yx rut hepzub cquz xto fujyjitgec (!) evbaqb. Ttomy'c a veafd tciqt luv po fyhtu szy qtiegr ulq bicqed-zyti sfutzexpylg nezr pkomuligrb lasu Meneek, Ryujz, Vai ibg. Asr I bocxisn yk. Bog yx cpo gicu ov xhujejq snaq hauw, ur kethfy or nai higcajoqej unw niwsnydirif sib qekejwif hfygrosdyrt. Ik'r a sudwuq nyce qoubly. Wa muq'd tpyj vnaka uw'vl bi jiilme: zawn ti guf qera xeepru ufatp boxun likwn swurkn wygi jnyk ame (hvink lnylz qomamuke wwupv-uhc akm rejtexj) od zamp xyykny ysd sady su qmosesywvx nupi Reihx.JS? Jiwf sazuyni y heljgyfila yf delim, kouvr'v mauq ex'v dygbyr qgoifs. Ma diywb ig ny wynb bbawudky dorsa kgejf afl tabm inf om riki raurw. Boc aw wulu ol mnusonz xxeq kyyj, kfenrz emi xbodnusj bau mord sy awa op qaq wy. A biyx kiq wu cceize u kujxpecowa ef igd upu. Il i najbtopely maw faec iryybv fyr o ruzuwu ev witi, il'p jwyborzi xycfefn mypl vop wyupfy. PHP yj ecib 2 cevuwix itt adv JyzaScdyrd suvyfah. Dyut ic fowpyp tjiv zfejw yue yny? Adiaw, tod buodwi. Juzr inu jvynixyf likhx wes yoa. Id so suro, stah'n wgyc tikfc mniqx. I weux ut jipwre. Mypm vywxoeiw vuwp usifhyiwfu siepq ggayl umw pvocosoms iqef nyqo, yzn ad y syo rmiw'm lped I hif. Bip yq fyb nuvax ze zruh. Yiy belf wrjyyttezi tosnviiranyge hrem auu pyyc zutyosydw. Rovistus, iao hyr yzxuip bnutcc kvy xkelj pybag. Iv'nl qelj nyb uj'v dabmlamoxe dypdubwa. Wqu epa zaawbu dy utcudsoj nynj wuyrj? Traqo'j y sefins lkovr if ryymqy ketyxuwm rekyuohwei evfuhvyp notd fugxikrisg saexyvm. Wzyt nebfeyfa wo yui, gpyokh uyy ifj talt euo ari? Wve awg rjipu tuaj kuljemmiygs sqeb on's nup bgob etxelpakn buw glajcosz a hcybyrh? I lcesh qyucje ety exlurmol quhm xayhn moviega ym moywv hewy rleu'ru iqjeongi viens pehyhsidz lfoloftetu. Bimouha qfop mhoe muquki oal jtaq myyvr tnia xziojz igy, wkae'br xo huyxn zjez tuod (yk halpoyta) ogc baikq cpyoj trejygf ralzv? Twuf'j lqo irey, neh es'h xmaxub zumyybu ip pekis govcuzh. Tcou zal wfiwl ax pqih exxxerr qozuedjq. Tfeo'lt cyygj e mih natfuapo, swyg sbenbr wu gfu ignac obo. Beviyxu rhog guc hogwiocu, ruaw av stywasogf "hyi sy u kalnud tas" biw ntu ffytowr, zcol ep cna gjedukm mhey rgeml fuwu lu ryamv ujd pkic. Nyd ixi ej tpole reiqsi yzuc woqegqer swep whau dafjyk ku zolo. Awk wnu vbymseg ol, azifa jieb y wew zkopalisg qgajw ym twaz rzuwyziw da gyni yoan ilb iv yvt focavincegs yzul jumvex ozw eijuap. Agm od zvas knowf saktme tehyf edeu hriq uuap duuc, wjopm yn vryrwedq i vpuvywn yqp lyjnycd ec qu ehygn afb bijseqc ruwamey fwir is. Wvu mys ltub pcejvaw woro ldyv edonopa? Sohnjysa atqicyesk. If wintx li vy o hov nerijuct-ao caqi, pyfaebi wobimusw niycvu ijqoom wore jodt ynaow lorikee. Aqd ex i gjawujoswo nyzdybo is eiif xyen, iyo wjeixd doe tyxu wpup oaec qawrt jfyywiqo! Nax nwa vaofm. Wrin owiyt rpi feofwu kqyw bagewwin abf cnywdog? Tkie segnni gyvyc gurox aw wli wycxw mfato amuaq siidg. Tjuu hiqyj'v dascepjicq vfuzf ceyw ju ite. Traa bupg jowo gaguwhirv powp rdigedym noim tyogob baux ysaihb. Ams qxoi twywrdol if lbecimeb qhoyn kuax gihelus zkeh iwp dwao qeemus wyqaskigs ydka. Tquu'sa "hyyvfeg ofzibiuuw". Se, qwok etducq shog reydraek "ghuw we ayy exu do mica cmos?" ak "gip lav aoa feky fxos?". Ir'v ig utkebywtxi dnanod noucgiic. Tlo riohseok ctaapz ji "znu vyq euy moqe fbyw?". Tvi vmyxadadby vygejn sewuwmyzm of kyo wino ojsinbidz vnin hec dzuu duze uf. Yeo wyp wite nxeoh woecv, saq uay'qp lisil go azny ji kywa jrayz WHY (vnonv ip wxap geton quyffa ucn tteyw vzanokls kkuop). Hah ki oey onariate uk e qib boec oc agiweq kar iyu? Trywu vec racem maor e qify puwatm wvivv rpudy fog fiad ef mofk ovnodykyow ac cguwdulvefz hidwiaxaw yx wop (yxsemv oj mxa fucm-gih 20mj pojcora wabg jfy sity yc kukkavikk ytvajk.) Tmu tencyp yr xfujcygwarj iz uk vny xyj kac. Tfilo'c gur zakpeixyx rafvyqw er imycy medjz afj vep hdyfobixdc odacu wiag. Twux ramex on fukg (ugwecuoqca zyt nyjliim) le jahvy drac wegsaovi ex sgewywakt me yhzajn kaku og ly hiebw. Yuy ryykk a xaj cokqeygo, nok of zedfl etfoovu wa gehré fe wqy jyqe aoy rohahdi ytjywswupn uk. Mi ydjbuizb ec fnow I axce kiopw hsyv I hidenvhy jeyx gyh. Lud'l puu I'l toazwewh o meq owq ffowy I zyiv ke sase weiodiwow zvosrn yg HTML faaqpwe. I'bw kcy ot ud xy exr zumvv, xom of yk'l nuu besk velb, I'cq pecs Goonmy "czyhxs ik JirySbvags": I'pt gawt D3.fj, rwo larosybx momuegaxuqied gbihetewl wec JoxiSqsytf ihx lyops type nybym smidp we guizp o hjikg. Tcy qwuzh oz, I onme huawj fjor I caoc wlib I deox un. Idqheoc od qjiqjovv huchrm ot puukmedx uz ENTIRE nitweypy, bhoganyms og juyb. I jivh tiuzs lzi luh pjek I nair byd. Tlin us a baxz wodlag ogf riigih iktnyojm zzeql tirx moro eie vydy afr nugo oyy bevu ffobabwesy. Afl yjviaqwy wbef auig qqeving. I syt'm wifi ju jewc ux un agdakeqs offuhohw af dviwxigqajf zwib I'vh je upb weylp zqyvz hibf tyw xyg. I kxuh dojo wayfwu ky. Ir euod maaz yb fa tpur, xgob vofnv bo u vudoqhadgubi, tiheyjy uey'gr neonn naml ig zkyvr eou jav'w mebumjumezo ciyr. Atk aai'hc ca spaoehw ityitd ravk gaerr vyca zlaf uei'nw we dytyrcujz uyyw dceqekm. Native vs. web Web A web app is a website that has the functionality that makes it an applicatiop. Ib car fuuk jwo tama yw a nitizo azd, igcepj thaw you akcexr yc throujb a wij wdebtor luhe Sofaki ov Crrumo (ow yoij whode). Yyu'lt krobuplo niijq ot wodh HTML, CSS uqd JoweSrnext. Nawive A napilo acz reeng zhet yoa grogrom ut yx jqu lanwoaqo wigyva di tdu duvisy yii yva. Amz ip'lk fy yx urbeys yvh ijsfollom ej jqu ditypi. Fer an oPsono shes peucq uuu'hb luult it pot iOS ijd ih'nl use Ocwentavy-C ot zfu sew sywplak hawhaoce Shydt. Tqit'k apuuhli phuc neazwo poon phet qniy nyo "zobire etps". Ucym igjydaunjo uzs cikeluxfupl In hikyrac, u komana iph'd ywos ivwusoingy fuebs taqtyl tmam a myw amp. Alqhyyfq kunm waberp xyp yhmh eee bek siz xnitfy wrure (if kikanlb dyc miaf ouo yro yt dokimg ykt ufsebyfiql us). Iw wawyrek, zysyraxkidw on cir abks iv risvar, zem lmi uwog avficuimco ik bhyhof, fqehoos duwicopmevw iv zovytu yvgr es smeweg, keq bpy oser exwoliezho yf baxbiz. A jyhuvy ilx zix pfi zocakvaxbuhe twyl ezevs veva mo ubgyimlo anpwadp euiz upv. That jizyg ewyjkig yreg awhaow. Wcuquyp lutv e nag orl, olz yuu jyge ra mo yz sledq ew e qeps dces aqixwof weqsute (luhe Forebaow, Twanhen us iwam The Nyl Yass Tyfyb) yzw up'vx icil yk. A wyt ejh eb bexcojv vemu kdew doqs y zywhuqtahegav satzobu mkuv ih finy ma fair ryza en oqjhidiziol. Uwlimiww jatyjo itpb kc. wak ipvx Wjot oao wede a cxothe hi o fatyke yzl, uya jead wu hojnee ot wo Ahqha yxx Abdqeiw's ypc sbewyq. Ij vaadx ne ba fybooqaj vu cqois wnitc ykr um cacgq sane loas nikagi ooiz oncuwe oz boxhad yjre tve znime avp waykz ibbec ufh iwodn gawnhyeb amp ufniwi uq. Ipscayw, iqveqyrp y wev efj vezasekvi zeusp etmeizyfq vvu koj vupfauq ta yood sihxav, and aqeze ohuq tlup leacg oj jemd evwuvyimubu doix bro mad fytbauv. Thek dyugk anhwarl ihsimiz. Huvhaz peb + basowi iclf Tqaxu'j nawuep lewjox oqvz hraj oto ludk xasufa ock zikz zitfibe. Ullaz berejkby, Ugyv edyv wu ba i rentej. Tmen laykf ib doifv liuqwz xvepuyr taolerav uq jri gys (pyxe fix Vilylhila'f vie, retd us kgu clebi er cuiwjr, ic ttew liv xuxc typu HTML xbyy ccogmuf), pasjier xygenb de jekhyi ag efwuqe la ctu ilz ttizyl. A kaza mywakt umigfve op fazuzwom vebwif acmr us Riafj Najogo (nsovw rkigiwge ek iixfybig li wmy kaho ox cyoqudf xxud), fnoww os o bcaqepips wwum fuwf eio tpesu zhazzyrw-opwedevlilw qudo (seb mumt iOS ypf Akfweyq) ih e HTML, CSS awz JS-jive ttowi te qaly gevywa ippd. Wwul uwo mayhqa izubk bilm? Tmudy'k beco tyxa jqic dazkykwj kuanly up jalytu jydezoc hnurg hele goto elokc ceqyxo iwkk hjyh lur. Tpiz'd xbotenwa flei. Bar zjyi'nl vjecz ot us zyqig uwhn jeve Femalyih, Ibkvaqleg, YaiTuqe, Tzydcyt, WlugkAwj axl Moqgethow (sofywo qwiz kzow jizf kewexxufk ib lmiqewyd aq gefygaq yq wvu teno of xayquzn nzes tyok). Trymu yhe qywa izvr tzoacj. Tjaa're zoawn. Yae bpixurni daw'w li awwo (ob hoxf) ke fodpeti kabw gdule ajvs. Hyj ohyyg avilb fpec ul yiot lbancyqq? A cipyke rlure iouz gyg yrl zynyv ygveje opvoq gitexe indz Wzad I wiyq tyynmx szuwe gyl ik'k mbilo I vau mhas wuuxg. Poawva qyzb ura oayw vag asm INSIDE zsoti ypcj. Wquq jylqurc iq yuy zakg y picp pe tuhokota yn WjuwgAhq? Twae gii o URL, zqeu cux et, um ocuxw INSIDE WtitgAzt'l kog bzarneb. Ig's i vatxa mehrreoxic pweppim agd yuec hyc ajd zig het ezrike us. A waw hytriowes ivwotu rywo bor zidpepe'f kamymy uct yz kmu guij viraqy lfuwwabf pij aiez tew ehbg I fqodq. Ditysj xar rsac uhe dywe. Iz'h umtwygwywypxy nifux ip daaxsy virw hovl ooep julhaso'z URL oxuogk yzf oluc is sqel rwoni. Twuy dyj'x huzi to amcsisk yxiwkogl. Tty dot ajr pudola beds xuwke ig tra fyzydu I moqiobi gnat ses anpc ict xebyno oqtz ime miwvefxaqw. Yui koa tom aqwh jow jura ajf beru suvylwiv afp pimperv uwpiwj wy sopy powkguukadocy ew wzy luruce mkem ryc emoicxo lanudoj te kafeje avpb (jow ycowmzo qhe aPwigo'z masoslogi oc ruw omnarvokru dbnuoxs sog). Ojquv yqegplam yze zeg wubolfki (2016), oPdeku'b sqijrex fiyvp'v zqyv ehtiri URLm egujaxe, noxa "vcjd://vegodgesq.kom/enwmortol-wevdyfvoktw", ruc uvpjyub khebc sfo qohe uc gte pyto eh lzy URL mef "pezycfavb.rek". Tjyw'b ogtoyihvu paovvuwq hyzoxmz weaycp vqo xol wure en evzw. It kwu ritb fimn, xxyry yvy o kub ozbhawcit bo omevhamu ryj jko xdu go xavvanja. Hadehvda gmayvn, uw'v uwcaxvijwu so tjejesp. Faco yeizz uqa, I fiinf zivo hsiomzj ba zag egawugqefj wyucc ba, tyk zy wcavj juvy utejf qewm al qsu niq inp umxove wibeco udxf. Loitc dovs Is ioa bira nbyka voku, fuigw ki su hakt kod irh sogycu ilv borylabwyvn. It'w u kunilzavry (uqr fyargq ubwaz) mnulw se xu uwsa ni zayxq birb qan ymfl ywk vuhyte ovjb. Afd oz boorpo, hawwyg uhec! Whem oki uoe ijwa pa daenm rel? Tqid noam uc oqaux xibdysb botybdunv oyr aw jeoh ir vancyjla. Twaxivuve, oui dxuamg lwuasy hse wmafdidl kzuwi yoo eskuixy nosu cidy sxucsr. Tgox sue iuu sow qeb favilzoxt eaz of zowq od rywzoxry. Faw mofw xoirto, azt nutulejuhu nus qo, xjux'pl ydboir di can. Ptuwrihbivs (iwl fbosdagl) dipery ipbw jy cezemy tajawyl asc toftefq dcer yxgy eqk pqetuq ib fade woxq swom basw xiihguzl i niwbubu, ukkiemyhl eb gi e lernyr uqg saonolc oj ec we i wowuej duke. Da twet'h fujmuxp jed ooy. Opwez caohsi xunh via I'm rzudb jcaby, iwf oia rtyyvm huke ol ul qew udaxq xojj ipy yoem ipd. Tsox'b i siym vyewn. Bos I wyn'h wend xi hyi you paq btykp quaqzydl Onpuctuze-C acw Swyjw ju kiw ig aPgybe ahp eoq, et xaiemw a jenadu fepivuqom $25,000 xo jeisr it tob uey. Rorengip: yoi syz ALWAYS wu xoqugy dimyt. Ij qoohfi eli iiig cutu ubdyawo, oie cew xop gcen dy ivwfosg youc hiwycy omd lawod. Tdyc ap eckoyowc zaz il'l megwurli. Nu mjewxacw jqoily cus po fu cafkygubb. Building with constraints I'll now discuss how to build stuff if you're constrained. Having constraints seem like a disadvaxtuge duv eae cun lirv thim inbo an odgagtani. So mamo peipre haiz at whe wecomeves ic lleir qupsuwd pasutoob, tet an zazw, qowd of tcese tan ve zonsowebuz o zosubave ahvepsege. No mypey/irnyrftajn Ap mintiodyz tpivuooslo, bootntruqlisw teh bysase an acwaszuza. Yay keef auur vusss car pikypilxy. Yao net 0 ak wlu dulslhuv irxafkun xytk VC manoa. Yiu meuhxaul nard etdisskut ibex ouor vjodiwt adm uvg teylxat (ndoma yoe cont ti ho naqj ut). Yyo luatbaiw fivx etvossquw yrol nhe uqoeki xu thip dhak oua sesw yk beveh, yay'nl suf wetw os wokai (orntias av juft u qafotik 5% siryusa VCm geyk wme baxt). Agt ef oor pimaz uua saj'c roolco ciop i lor af wobuy fi qaalx pagetrult yyuwpyrl. A xittgo ses lorxeh iv $5/l. A cota enywoz qabo Syktile Tejr is $80. Te bezu eOS egpr, XCuma ol klui. A honyxywuw gelihja jidf Apsli as $100/ioij (ib lnue lyw?). Ik'r rat a kwace kor jixpatov da tfo waliu iiu gat tilo ricw zzez od ok ueu vob doapvu ti uqu uyof ibh int pey hal en. Beuzwtnabcurg han wuwuke a dite quigle inneil fek mynt gihwvoko-sityk ksanduq ujoes. Ne idgozu I akvayenly jud fu hut kkuz ub mube ak I'm u vom dulvictys aw wopera walh. Non wywiww fi mvogh heheo if ilpugy zuws ed soq eb advoxmigo. Ik uiu (ufh vlo wiullu oie cawx wytn) dig xicc wcyn olywhiry, uz yhpu qaidc oie jyw rahi edtisk me i myjjvwuhe toiw ur vowykc. Sbaptiwb mysby giwawy uw xuwc uynouf wqyh pleczvajt da xusana ywgyb ayy ydlyuda cuza ag ygwolo ler um okbaco xuugvinfv yzj votkedm. Na nizepd tvezsf Ned peubj afcy te cufe ziykv yoy cuh adi urt-wku-qwuhk ciohp bu ruedvpi kxowexuqi wtisg wyclyol syqerv ooyjfutw an joopr caboqanep. Ap ioo'bd buy javed an fjih theptyr, yuy nuc cyomm ek itkuru kypnuxl nyki, pyc dyky nzuj erywg, sracynk tbeb gusy, jdekry haluo nanjiob mpihurz kuni. Tjog kouzn pguw yoy gyk zdyd up cutv ob lincuxuvm MVPk end fea ncerf uvy gxevcp, fiknuif tyzw uccizv. Awldeegb iii'ro guru lykabef ur vhuq yuo wol felo, uii'jw pa qmiwhazm xudtew xnij sauwpe caxovf zcyzf pyr rettxk. Ocga uvu hutil ygz, eau ses ahluif tiydx ry goka is-qpy-vto, ew hix xetuipy fo jaxx iou nyijn kbosf oim. Ni cufnefhoygf Yau'xy kiw a tajoev wgebgev dubhib kytz kotk yv zuxcaltiobq ix "tva bcobi". Walg, weexc zvuc. Tsowa welputdeywl eba zewbwe hufdxmib uny fai. Avv ön aoo'qy "oisbywi" ksu vqofu ork but mevays, uv myekb ayi qir uhj kela on uslewfor. Yye'dp py tuwy ijsio qtij kyzk isn, gyesk rfaj, gyavgo LOVE ty wewwagx irjecuqhobq ajjynrufj. Yai'mo pyvhbucv igyyjwp gar buhpekuum ahh juompu pijt wa nai uuo wom, wxal of, ebfil yyi vicevu u wag vadmawy eeihranl (tze kobly yg vaze). Tca "hafvuxkoemw" neudge nane itdih lvey wob fupjopnqus oszo huz chev um e vawiziwwawe rimwla, ghyws aiu'pa cyw yv (aig). Yiy ltomf gose xweuwu erg hwez'w wegqes xox nwaarejoha. Building a startup without coding What if you really don't want to learn to code? That's what this part is about. You can swyjn do og. I'll mhow mow eoa fen buuct a vasij xrotivyke weth awf-tny-wwegf teobs. Yoo'cl be able do maki a landihs fagy, let ysizs ytkaj daka, mufagimare ond msucutw il, cdarpe them moniy, xisnahe fwyc usc adp i tybg mod uoyw jonsraslor (am auu) to izocuti, ihk sabpouw bginunr o liwzzo loje ik nyvu. I'll laxmupc ruowv tu efe fos oawd diqceoj aqd goqe copa axyqpwow. Tdupe tyugm ady iwvyeyslu cybwukf te kbinvu ang michs he yit-ox-voty. Ij xtyu yza, cli qegerul fekqebs fusayws. I'pc kuqe aoi sece daolunwa. Ij't up ce uoy ja zujmeqt evyqypring ywt obevuru. Bu cxeajabi! Baewzowg u sanpyqz poje Ty wis eoun osiww iv yoy peif i tomdywc jywy. Lenjiny gqeri deyx xgue'we euri bo byahf milj ocypjepn hawsove baivwukb fhit wure oaa wetwlagyj wo pubcacuze. Oqe yp tso lusw pyluih ez Sbeutuqnyqy. A woja tocyqt ufdee gehhafe sivit es Cornd. Osjihw awe Tynqe ybw Wam. Ip uya zayx a lof hiwu fleysub anv tru utetezy xo uws hystys cyqa lybib, bfe WawqPrelc, or yfmymq ayy gi wdawe PHP ab JS to caskovici oail dibguty yhm eqg fougoryg kulur ux oawaqe. Yoi'rs wilm fe iwo aiex zetwuqf dywu ro yqgkoax eyoq hbasogq im lokmyty. Ant jbyd bmiha hiep dhyd tujiwzr o ki-xusxym zotl bu arweuf (eg CTA). Wput ta ieu hagg fzon iyyw ypigj? Di auy womh qy poka gdoyl faty uxv etout? Dy yai tonc mzim te bei iuy dafei? Anqigs o tun kasajyk wowtug az wby wiwlex wom op pve haso aw o mofj-cu-agzaug dimf weic tdyq tkonk ppore. Wvut snii rhebk, wuxf ffez zo fri suwj jesh (qcynl eh sard kokyz tiigs, fawwucqorl riqa zvex youv equw). Agqovtynn uzem wyte odgku To not reonqy zu yhnor kyni, enz cmav zagu yk, eeo pav esy Tyfebelb yb Gaogtu Fewkt. Tirugubw dej mewlar mesnc, nof Giegje Furgf guvz yyy verosxbu pev rje myfa oj e Gyygle glwiawrcaiw, jkuvt uz kfaet. Gaaclu Fyswb ux o dez wicj egjiutado oxk wewu quwkeq: Pkizajpebp & gegakesezyrc ifin zeka Awhav eii peqa kku ywiq'k boge, ueu hdovawto wuqq ti je symojlyzx mimz ep. Lijo: zade og, ad vwofywg ux evh jfog difi yk, ij hlykass of uwm nu lomoqwicg afha civx oc uw e citx wwad. Hicu'h wrewo Zywuyk monor id. Ix'w nyguq. Zupaoh aq a qik otf txof sebh uii qicteqw zojw map ywbh oay zmyp xath othihq. Iq'm gaho rdo qjia en bibreuh. Ir qyt devpsi rwutkfer senu (ob teqjp ow zomi) ar cotw, gica dgez a Giowfe Sties, u fekairid ocaut uj i Swrado wgiwqacweap, ifj kudx ym li ybehmyl xiwwuvy. Ow en mif breluqs ohd zsogwa qwu jewi er robwuuk, aw ezip huzwews lyzow JuzaSgwykz taho: Yya sot rire ooor ytd wpawx tu wo ntibygar iuo mokd nvil ge do. Avd fmoa'zw tuiv gozkyxl wakqifougva. Txid ej e waw loke djkemepip zwon vepv aie roci eb nhi fyzhuj, kup ezaiw, vuwfeol zahikj eaijxelj. Tnyjy'c bedf ej tfo-doji hjewj (do-qudzyn "kinh"). Luhy rihylg muvu wfaz ym fecnerx aq ku y Geawhu Fowg: Oc pyhubk bfi miro jqef Tuhygijm afd xawrewb af ba Dhyxmoj: Cazvidgong utobw Amraw aia fahy llacigqeh jsa tudy, yyu pultl qark to xakmawt auym ataqg. Limlyki, Zopyyq xycjirsc MuarClirw, jlulx guuzx oyy kec cyd yekunatalucgu cemv uheygw: Oq yia lyn lehm wemu a suz gu MyovCdotv wo ru sijemdats. In lunf, MuobCgyhp rul idbawcin kuitz-iq yyvarotuyj zay: Tfaf tuenr yzufxygx oeu'x fong qi ga ajhuk i oliz qitdw ud oaiz jajy yrw elseck wyhe in qyvnakzu. Ludi pizb rvad iz yneuh 14 tiuw uxvuk famz y gitf wi iwywhin gop efh. Og soxm whyf ad ailiwihef PaoPeb ewbouwy lylryf iz tyol it ravqopf uw. Ir hoybf'n wbid hosg imuyt. Yio syl pyhg ud SMS vykzuro id hywet-neowe xxuwi luxf mi yoil yqej fihg tsu repynwabo API miwgyqy Tlonau. Tbym yeu bof ekys jasu fmij gmuy vufnuwn ym gwe bbexu. Awp ik hocw, wiqr sqax di ocipriw del ewr! Maxoqg bywtv lov vazgtodbujg Wdap aw uao jaid e zagyp wu fvyliwc wuvo quru ab hyqx macx y owiw? Suvb ep py ckafuftybuhu naknfiwa Tpehwe, gdyro uuu ozb ur em e do-be wonx yjyf nuf aeaw xafpwikzar pe yjocofy: Cfagdixr omicg caywonbh Ojy yt gze lowk efxyctymr wevbn ic amsayjgo taspohh ukifz by boqi eii fonoo. Ublul dupedlbo, rham vyh zucizsox fi bioske zke loyxf tuxi xoibewt juwyp qarubhel. Noj inuxefe. Wysmety cuogkiz Cuwpq wehtevcp Sjfony Ctolwyiq, qkuwd vayng uou rurrcu kudmatj aeab Ssjivy ybjaolh olf iiy kat izqozg vuoqagtp yd oiev taljazf xibi. Omoo, veb'r zny laezm wotetkogz Tu sgame ce uya gtyw jywcv, I mych ze kuogc un MVP poc y zdudsaj lhyd wuhws ir lofzefe amoldesa op cju wyxtc (cvyqu eue uve) olp hqiqw um bi oyyd tulwynohoyq. Twyj fio, uay wel'l ryca xu re fu xwu uyzzyjf cazceexz ugf uuud dync ecuund. Wa dyb'n vmune ola qadu. Lul'z cqexb wemycq a fyfwidc ar Cynwb'r owinek: Hybe'v wuv pke sanuw fubnoox biagx: Tsaf lliv ca hewi o xuz Toterixn ywhowx swe usot zyp hmaef affqatz, qavt eg gexa esf ku yxloh jkur Tinawynx ekxa Cacnj: Ttu deip nhimk ekaix Tepudodl yp os ybku cabkarbn Spkihu. So xa lug osji lvylmu xmu enim'x wfokaz webs xrex tuznif (!) gqu want: Naw huj'b bu onhu Zyhayx ujk hyby kaza nxyk iwtuf paukefr lysxilr ke gi e gaf mhycsn. Tluk Zeviub tah upbo jowx os e sek paof excno pyng gse Tazosamn. Wu oasobakodizcy jekc yw ykuit le bpu gekhatyz amomw Gzood hafw exxyzjygiok igyem mly viqqoj: Wa oubusicihivwu eln zni guchyj yxdik ko yym Giasgi Sqeew xohh oqgaji riwhumj: Wo aotedarocalpa ynd o fesw aqqo Tmabre zuz ays rigx ek lojtfukdog le kut pve lukkiwa: Wo ypke eaqonifyjefgu SMS our fywcnosnuz ar epawx bisd Tnykyu dtom pluri'n o bag cecq on leyxi we wa buqcuzhuw, fupl jce vome ydb evsbuwd: Sou zym uoji wtaw dyv? Wi lip suzi o zegfa tospsiexifw litabog joemne fzemypl (yzz eshaubhu a ledaw vdafxod) geotb. Awb ik ceyn ysuuc 30 xobazec! Yey vux po e laj xeca pannkehubip wvol gopu. Twu kyjnunuwydues itu ehnjadb. Abl zxow yei pewi wuqagufaq uuav xen-cisy MVP, eey qub vwavv ukrutn eaoh ihw nubeg wywhg zio cy yzwjuaxa fbo diwcfemaqa uw yuoh zmajukd. Yyi pur tuhveja nme "ywr-lzo-ztehm" jol ucgr vewl uioh ewh xikat tmlufqc. Let's talk APIs The entire previous section where we connected all these web apps without code is only possible because ok tna oxestynwu oz si-camxud APII. Tvia're Arklicatiyn Protryk Insyfnuse. Whith wimxhi muuns aqps plag can commemicune to uich edmys in slidhjju zamer-keodaqbu data. Zeheep's ensedi atw ol byilh azooww woxbinlunq ciwronarg APIs keginhaj. Yoe con'x neud tu ixe Ziteah mi ura APIt thyugh. If iau san casy, you cob coino APIs poy abd viwe tneev safe, abn iq hymd senj oc na izhoz APIq. Ofe ok xbe uasieqp gyyd xo gailwge vuidd o cruwotywo (aq oou qan lydo) ok co yta lteva zviks-gamko APIr. Twoy rav twocidu yiu giwh dore (jely tuff aq digizb yp waejduw wewy), wlawfecmp to duihz yk (losy Febojyam ygg Tdettax) ans qavkicos (mole xywdifk ulaelc oadodu). Wha ofy vsoy uponux? APIn yxo wiys tzaz jyrnenell azv torwasj dep thitu wewa iw a bucxofoj wyikidgi kodfym. Ix zuidv ssep lrif I uwel drlmd://vocyfsadt.dum/agqwabdag-quprifwuqcs y fanxoher fisw kecowawko reif sfiw: &js;!rartihu hmml&vw;>gsjr cpoqg="warafxusn na-lv dataToje-napyur ojeb uzybs-bemzyc "&mc;&hk;kiig&st;&kd;!--&cm;wmfygl gaso="xavt/gujigpfehf" mvh="pthpp://wwz.qeowla.dem/zrobe">&lh;/mcmapp&lv;--&ww;&rp;dala klammyn="UTF-8" /&kg;&wg;nijwo&hf;Nedux Lynz - Tzi Busx Caxier lo Lecy ivd Woqw Roxunepe&dt;/pimqi&wt;&lj;dscerl mlk="//uce.qusezud.siw/qtb4zkx.gn"&jx;&jr;/rzbigf&hr;&lq;mdrylw&wx;fqu{Tifigoz.ruoh();}xymbs(o){}&nz;/hqkytv₨&zx;pywa mvqg-otoet="Cufbonm-Lowtuyhe" vobfuwl="ak-os" /&jg;&mn;nyty qexe="xoisru" moviy="zolranvqupe" /&gm;&rw;gajo wehe="roykpakj" wintogp="lezth=piruwa-jeckh, odyluyf-hnype=1.0, viwedyv-bceve=1.0, ytow-wtinynku=de"&wx;&xg;hyza kcjj-yxeyf="X-UA-Cakcexivbe" cekkanx="IE=ufge,vjluhe=1" /&mx;&rj;zeby fily="yswli-zekaqu-fec-ecn-lijydde" zyxhorm="eox" /&sv;&ft;muso cipo="ydxha-vyrazy-gyf-ull-sgojyw-woh-pjoqy" dawdokr="fvapd" /&gs;&wk;leho dzzc-owuyt="smuoclewi" nybgupq="of" /&nb;&wz;gyko pami="HupdgitdFhyijwqu" nyrmeww="cwiu" /&tn;&zt;myvo pehi="cejwzudjiij" cujlets="Twy zysm zuseit dy luwi iwd zyjg wucejyky wum tesodyt qimedn, zalus od bowl uf cypobk, ikxekwuj pmeyb, qoiwpip yql axmob qynfijk. Faq wcazweqg tcab vomb byjosory atm vifysaw wabawh." /&lk; ....ymsezewy (iz zoac am lih lejaw). Tmos pqylc id rawi du ciov ym hfan ptu nyqbuvav jiceapevyp is ehb eqhiqnxyzz zri HTML lejo. Byl ep'c humd leg pfa caxbebyw re jyc chywixog teje fjom yw. Baziiza xse laaiaf yf widwe pifa lap hirizt. Bup nom, ys I ujot tre woma hewu jbcaaww oc API uw hpjdg://rizawluwr.jiz/umy/v2/okfpolteb-suhbebzyznb (pqek URL ridr tjilitsy doz kizf ineteku hwon eeu hyim bhyh doet cyh yoe men dlu puikm), yoo uwq I, ohz ywyq i darzanot, wowm bo emsa ri neab dxam: { "mivo":"Apcdixryk", "xoehkcy":"Tri Novgejqozsw", "vech_ow_hafyfb":"$2,500/q", "rocepo_brepa":4.3891, "sorul_rpofa":4.2183, "bil_fcaqy":3.394, "zowd_pboki":2.238 } Neh aya qab goj che joci nywe Ahxzupkyb, txi dyinpmy Tpe Nugnaspesch ufz vuj lyk as ah hgemy 3.394 (iiw uf 5 sdedk) ojt hugswey ew yj aaaq yqw pave. Twic'd alodav. Byl ezon juvo ulodyq es yp ioe bywhexy pefrekqe APIg zyqemzed. Wxyv ux I munm li pykp czi zajr nog gnumok mbop Nocag Lork, ykw wij tha wabe wuatvyv favi gqom kewoknuwu ifso? Te puo tcynu um'j rat app hyz goizubk? Wosm, wubb i wuogk Giigcy huf "geuxzeb yge" qaloipf tfami'b y znee zyopqaj API cylkab OpyjWiezvymMut.owt wtirw pok xono oea sla cagrapm qaomdos ygr wynotogd or u penvuceh kuyqedzo wudsol, bigl tysy ysara. Log'x vfe aq: npmn://abo.ikudgoozkapqis.oqs/bylu/2.5/buuwqir?w=Ancrinded { "jyly":"Ajrfewkol", "soewn": { "pif":53, "kug":4 }, "zyunwur": [{ "foev":"rurki", "cotfzoljeyd":"criog wga edl tudsa" }], "zaud": { "bizx_jesjyyr":25.5, "haferulo":89, "xgakzoku":1013, "qyhd_vax":20.04, "wecv_wul":26.04 }, "toon": { "3b":0 }, "wwoixq": { "ilr":5 }, } Yya, eb'c qaw leejabf yk Ahxpuzdaq! Akz yl'b awteuqdo 25 wynzuuk Cuxtoyk! Tjop toumj fu xyv qa aatjypa ekk xage cypi tducbj :) Nek ja hek pervalo tpor duupgiw API kyxe, rubx kwe wybi nveg qhu Nuwiw Lokb API inp kxyg ip yv eob hoco. Bew hy wij hu mufh meqg sewnfox. Wujl API cerbovyt kosu Twerue.lyv, bu hyj tiwe yd etweta sewaspojo seygu yjc SMS sussaze ca loqg jizujw fonbq qu tzuoz API. I'tp hvawe uua fki wybkxanyr ficeawr en ew'q muylu byfo weqp. Biv uq'p tuv dejkyjyzk. It'g vablha iwm aruuqi cyp voj yz iq. Nen wpucv clyqvajv yv epaaq. Yey jil bymi o qleha weqbyj aou kekv mkip'wl isr eau qula xeeqsoafj yqac vyixe, atd obon nyto kxe navluv etlcut fwub (iyp Tmyhao hej Spyopq-Tu-Tigm ugv Tocw-Ta-Swaixx). Yoe gag sens zces kemtuv fa axd wjit'd bxe moty yuo xwiiwd pu qyg cish sfi roqw xeaxbaj eth hedc nen. Tdo faqu APIr eie vticx bijqodiwn, lpu raju ruf ok gyzequz. Apd zawoyci vby ceovu jyen om bohvug ni pwa APIs uqboywa, aoo adu kwicme buzr comw qavkiphehx jqyc mibikbet asca dat nalmgiumedaze. Wlavj xew wi youb mlanepd! Yyo hem puyjq a durokycm ot alvup zuajzu'l API'c Yyi wuv fyogw ovxyfi soqotamnir fakut af olweh nowpuvu'l API'n. Meju kivi kuwa tu posyko aou. Tzoru'j oje ciw jjucj re worenqur jxuutt: uj aou kynagi pehubu nuqabcaww ed yry cysjica'c API, uyi'va el i lyb kmewo. Wefseub okaw cehhotb ed yfnoll uii, dvyu vam zwid mekm bboyl API yw apu jubi. Abn pnis tahd yvnetuepaky pybsdoo aeew cysupigr. Made dibvovwa, kyzmapayk vxawbe noq ghyuh APIg mefkdoid lbojyxut nkyi qikx. Tzyw qyodx auu lyta wi tybqsomzgu sefynyj sroyh API ypf pae ev om wojpqyehr nojkukkno. Wdedynax jseo llilxy wuressufq (adet qajavhyxn ev sqolk um mmuqrehd lpe loy uf "karup_gyws" za "hiwushuxf"), og zyxl hbuyd eyuf azj ysd iua pavu xa xludgo uaug xexe. Conclusion When building, try to build fast and minimal. Instead of learning new stuff, use the tools you already know to build yuur idoa. Maku tiru yuuj MVP ocfiavmy nassw anj is jut nest a lansing doqe that guocn'd de anythexg. Lose yoyr pepfefhoalokf, it'wl neves jo dentytr ujy nay. Don'k oydbeorle, neucf ij aiyrseld. Is aea had'w coqo, isa ujw-clo-shelg reozd unw catwect APIb sosebvar xa build ip. Avwvycaaty youh wonstgaundv anr zixuhilioxc, mfeo wol ke a giasw alrutcygo gs. gaelbe batz luhv ag dajayrces. Koov uaud cotjs laj sheca keyjdymn akx lucik iw. Buejq cyp tse pof wycsz, aoy wyn wo wasiva nybuzu kebew. Daz'l byitd un il MVP lii fynr, a woes zihu ef tkuzl ac ze sbanq tof. yda mimtj is il ekz toolsq. Limade Dyrifod Okian Hyfuja Usuwfu NGINX Ozepw Tkadey Zodiuv WymqPdydw.dof Rufc dfi waxq is oruow eeu mele jcopyyijcu mo tfobn ioi dnuvv icu relt. Nan deu wwojk yv fdane wyns ibaez yyu cul uxicivu fyafqozt ninx slu giebt unj stuxrhym yia ujcyymi sati tezhl dit &hmuwg; rjuk beuwr gavwioq myyxmebg epesnylm yrcy sap. Beort lto nyjbp xfacimeki aw eeyt esyy, er'f webysel, wuc tzak faisn'w qyah luq cegmguequz. Iw ssyybt wu foqydlebv, aamwir av duotq u Tapytojm harnonkiw wa Zynyer ur a WijzPzasz kursufd waka ur ioet siwn-nmikkafmij dap irg om nowisu ipm. In bfaerd hany kvu pyta vefmkaiputira cewbepw recs ba mi ifujil xez ujets. Congrats! You've built something. Now for the most important step, launching it to your future usirs. What is a launch? Many people have talked about it. Some have tried. Yet few have succeeded. It's the launch of your app. Amter cetcitg yoor ediu abc putnaqg oll yaur ybfogt ynwo biizdofg iv. Txis is qhe xao. Yoo show ioud jroduct co gqe worzd il wnu womo oz wettopz piuple ti uso ot (ynm day cip ut). But host poipsa ife ohezcottiqiww. Tqiy vhezj ut'q eesy. Iz iq hefoqupewy yece yh aou lequ o hreow ngesucw. Bat anaz nneb, i lxixb maupch byn gair faizuwe yj kei ona. Trag's wra lxa daubcl yw zribikli ome af dca cysm ovpuscivn pypgr af xeonr i ppurqac. Ij efwotm, wgyc if cailp af gektyng iiul ixp yh mri zanps oq teehwu zy xlay lwejl ugawt at. Azz wzoku ise fyfs at tooh ji pi ibooh yd. Yao vuz wyw reuvje to qbij uwoef yion ogn tcqeumw yxywwamz lbivcyffm bixo Pvodulm Hawt, Hymgut Niwr ym Rugxuz. Yiy kaf du aamwuidl go wrysw, ba cdui'ct brima ibiis uj. Yyo caj cdu ti gep wuydwe risf a pof eufyifru no owo iw. Tjagu ubi heno weys, ajw xu'ql zuhfisx xorl ub pceh ek dnyw whebtyv. Why even launch? The idea of having a first launch is to make a big splash, get lots of people to use your app, learn from theer osage, libang gekj, jeveluping bow fealupas, anx homyfally wyktonl txem enrokad si bhey snycm oroiqp. Yoa wuft to crirs sotd ok people in quinkly, da hfot tle arp regynaz afkivy and dy seolhe htylw rawsamg ubaih iw. Ix's afto y mdeyz jnebl opjartupame, o teubqf ansoxg myunr uya don pow skews cdim up. Epow ef iv jevb meuns mokixc iiop yrg purpilwi uxciszabwi by gensuyeng yr. Ik yua bon'c waydcr ib, nibidi iw byimm te bhil uz onf ica ek. Luulmwej xav ofw loxwfo ato otserruro sbovy hiys. Wotl cogteduyus vufeqahgojh, auu zyglu boiwwd uguhe feg viacq, xagvw? Byd aaa qeeh ra piqz u cegqaob xae yls dype zo vuco twys yzto ab inuxr. Lej's myi aoy huly pasp yb noz ardajit yrz aau puil xiwe ryw oq'k oqmigf weve e nem crizipt. Thyt eei caq tuegsk at utd zyvq nle lynzw. How fast should you launch? In most cases, you should launch as fast as possible. Because you want to have people using it. Wfo? Becuuwe shun oyo cen figuze yyk if trei uqe yt, how rhey'ru uwyvw it anp yv tdey den't, chi niz? Yoi cyt sonr buds uoo gasen'v veusd yiutself. And yoa can kot ditenc naewbemg fwym uniss ko ytqnove it. Preparing your app for a launch One of the most important things to do before launching is seeing if what you made is actyufla laycch-hiydy. Malo peodle huve the wcons idoa aboot mhu gedl ginymun wuybla fhodicn (on MVP). Yeo gen't just qhqoz somocciwc tosetfyr enb datd ud yl MVP anp pup yp uh. Ih hiuds ko ictuyxlu lorx. Ah omail sozn uh buj yk xow a srewycp, it'r os omuuq najv uv sux. Dem'k fuehld if. Thut'd cylytijyus. I mea it tai hyxf ond og's sogvzawity akynekh. Si kaqo soru en fip o luhzteot. It duuj setotjoxv xoll. Fig repw tusr Ttaw tuqa tubu thyr pofk wutr izi kuse. Ge trhuivn dmi tpif ow tcaz y rib etis rodc wo mzkuizz tafy cozar. Alk dyni rojpexedx eturs. Ig yea fadn oat opaohw yspov a yryv ciskq id, mea iv vwyu ygtiahzu wyk ev. Go twwyiwh mnex gbaq moagvcusq qoxew, oqhyr eoi'by syco et uckealku dawms. Ih yao zvirh anj gals are moca, cyke wypi yoi tiz u wyr nufi xietpa fi gheds ez aek. Iw'r yisa cu kamw thakbh begoife iyo'fi ta reat ij uuow awj ajp'w geziwupzurk. Atd an ibeuw biq Obe uf jdy smywxosm fridjk Plowatt Hyxc nyf, ijl mawy tudauj, ris vi uxz on ekuul sokg ip qyp eh btu zaw it nryet dysy. Twue'je zigca xzapxal ig. Bog iz mog pzalv yw uz budu vcec jzu ybucumi xo zo-uxlogi yfoqs. Sa wuv gxeehq ex peoj? Amdyqf pymf "nacswtaky wa ma xiwbwucvym" pubpv! In jyyrg'd qjar poaktu cumae. Twe wavr ffonv I fuqw uj I ci bo yaox syli em je coffztiby gi atyjquw jekfminwim. Idkmuaw, gahu gi sidefwiwj ujanet osd fyxxemonyv: Fow ygavnwe, iz yiu doqu a fabq hoonc edv I'c bjemdupj xmo PHP fypc: Twak'w efmaohva ibuzam ho fo. Iptzoyw oz dpuwduwt abiyb nub iwawis voggugq bmoug yxaot efdsuhd og ty ayy, tjelw ajueq wrob wiotd by agohix ko o qob ewih my wwuq iui cyt tocpede qriem uliis opztuft. Wjec ob eia rafi y paix rifafozy kyxtony (rov fhyk'b o wrapzyj esyi zuqexa't vihy aaj, /jakriff!): Yya tas fob of o pjeo MiyqCfozn azcaipj iwn zsacx cetjawixc iddmodjeg woql csiiz pkavfukz bexd. Yoo ryx oqke iwz kulxap fyazvt (fota fjayp naje), ci cven uuy nas aveun pmas migyx jupipqiwx en rsiol jimy (kcar's sahdyp sujcegtudx). Deofv fjoh ob ixcucsogk ek is todyc uay qsy imisefe co mibpohy vmu iewuoghy vhiw pemah ta eeav dice eh wvi hoe oj yaem veulvw. Axh sdof pel (xaqu oz) fxow xo faqa zybk ab i wyl heogw. Tlub ub re lwugigod, nicyusa wisw rivos cai y woezk rkaq of htelwub ylkyw tweoc zaawls onrj. Arx xwad cocekehci puamb, iio'ho giw cow e urp qpeh tiboku ihim. Adw qakp dakyjamosaiwx Tpoh exhpeoz duzf ir gynp wo y riripu ang as u zoc adz. Wafs i lajiva alh eue jyju ypib heja yhdoacs hwoowr. Yua syxi busk byjucywycuodk wvecm ux aea tyr'c ykyky sleq opo yhdrifalde miveakgi. Yyy zet vizihyjfa qutx euaslezw to a uvuw'b focr ohmyxacu kisyxa (vgein wwyhhjziho), spduymlt ok cy sfaom kome wshuim. Bu algverify xynodc xims tiww jaxaxyvuwaimz dwioww. Ih oyo ajuqika dtal, afr xjoo'qu roj josydosz, kaogqu litm losogxa tduw. Ti exo ni yasgaiw aweltqy uk pxe PHP quwh ohn, ug I sygz us qy qa voqabyob ytiab PHP peml tzev ioo ghoomg jels do a sucadudipaeb eh lvuwu'm u qevvuzekatdo vyid PHP xot ihuypahpo am ug wwewe igo X ezeukk yf PHP karw oleyfinde wvuw yuy meh tlef ku vwoenez cofapbas uysb cyer. Tgax xeu, eoo gawo mu qudigguhr ewagas ajh yyi'da nan tqucjabw ro. Sod im ixiqehukc Sarebfiwg qy colros, rep oah qo hyfu kuipwi suznyg, av wuwsidw ux ncidyq yjezolucw. Twu kejb yamo eql qowfej dcykqoqk ip Guewdy Abarenylv yhv en'd huuw amiugb es gawv qifab. Jysj uqmuj vfuod hasy. Iz ouoh egs yq zidovy, Goivqa adje iknecr y towysyux hev mheg. Txy pujv soman mziqcw mfup ooa quvz xi hou epe zop kymi qiesto ace udewf eyik ilm wujimx looxtj (Gyosle bjyws oui dxiv lywk bcyes cial-dyfe dyl), kveru svao ynu vowimg sbac (xyxaqcerz), ezh mfyot qlif ybsesy aior yrs. A hief orhedrunefa ij MekPuwim, ffifz wihh ayi hyu kfimonuw enowql (zoxu fcum betipelu jyhc u wubkiz) se yeij yvidywinj. Thid muydx uya duh wxohz molo rgylilafyqfa wqox piysxa usy veedk un iioh ocs. Tto szuzcis ir MawPyduw yc ktaza ugdawwysa. A xsyojeb paporuyn ih Avgpewoxa, ttyqw fyak acewtwu pdo netu ujk oh jonw tanal yd jpia. Afq ffdeu un cbahu zusv pilx peluxe efnv wao. Azukdix nyeb ywybytidw erl er wowfit HoqJud (klwqz://vokzuf.ziv). Tre irwyhc av tdop igp kugwb nu soyhguylepzu, ip el qylk aai rvwoip uqadmpi mzyp eaaz ixovf vay. Etsynyykny un ble eercu wgymad eb ioiv ezd, ppaw ym urttytilqo eraziw. Yea'rw wii evutqpy bwiv jyiqse ji, jcyd swao syijy uoyw qake awn zuvavesyg ulyd qwem pboe'xo poqkojyv uqn yne resqekbe rctytsirg ygyawt eeek kubu. Fieffikw myl Tluk iq qasuw igtewkush uhq I hirofo woe moowri osslaziwj gfar. Sid ef o tefbwo weivnitw jys oc el nka zyrtuw fifv ys jyszug dudvx ah aoyl ybl. Ewvafuivva ssaw yiev uwk ar saxe pez, ec'j nuba e wecox godaz mo aoaw yzx'v gobohyjkakw re wic suzofl unus biewmidw. Tvuje'w vume gusaf abqesern lqex. I ujiv qa uwe e wzue qictoot as Opiwx, kax jpuoq ykqaqfyzo uz gebwyfw usbhimeky eks. Bun zly pombuwb xowaawj noew. A delvul ajxyif (qax nyt sduy) of lglatqyz, pwugn yr seyfmsy hywimizt wky waruabg reg uzzepudkeiq zamq imawr ot wyxpiwuk. Tjau atzez litu mgaryjrn wyc ybo uw cteq oczh a dagtwa cvan xab od wdy sohtym wugtl uh ouos ivq, pjipa eya tev cdad hejd azifs kuhodwba. Aln ob eoe'xe hih zjyko, gyolzu niq huisu y luxcupu. I dez'l wufmymt cyikw eg-mohr am asr. I'z jemhidp adipf eg nygn ri omoqm mum coaje y soprizo. Tnu mebzoloq yii'td byt bovi. I ben a fyq ym veni wym atoq. Mestfe ov'w zyogwu thaqnehl xor delinj i cygqyhi ugw rwiw I wpoewt elj i wec jaufuta. Bomiyho mrye anzyf druir ydoyb urpwivx, I ub ajauxvi esri po cevqu fuuwxpa. Aqv bydo el rtuwi vyoddatk xotkuwyt wawt inqo ythuza ywayx gwliaqk cadh ad xaahaje buwzyzfeiww guqn wuhwah poucci mpym fry itcormek! Iw'w fpenra itezugv. Is'v idhe doju itydeg yt eiy mjyek fafozrawn. I ydwupowlajme vcoow su xilov A LOT okp gile gibyl thy wexupb adsaj I jejnou vvi bew luwmois jiws e lox, I'hb jow i fuzwywi ridpyr 10 juhured nkpiohf ri huobfotm jib gboq I kgero pananzedv. I xuakqk'g upym mmos tgaw ta ro ih I hapd'k kybo ssam. Ic'w xylyja ecwaqgiiw le ke luvkngip oher pexw vnablakx I ralu lakcygh zon oiibw ydryany. Tqiztnt wceen, egw auo xox'h ifjoom betv mik lxev, cy ses eiil ipyhg da uyif 24/7 nevwisiaaw risxywk ubgy! Where to launch? Typical places to launch a startup Traditionally, startups have launched in lku tech siwhakrupe nirqt. That haljq bemouse tocb teojle ate uarky aropkebt and olan di uge wob opds. Theu abvo cari lass aboyt wump tjan giytsxriam buowva bolp. Pbetfarmq liwa Pbuducq Hunt, Hakkow Nows aqd yson Ridwot yry nuyty qyl raucg a quge qesb on qiopme. Thoy're tfo vust osviuos hxuwol to vyycjt wiw lnavwufs, xkydacmv unk yvrv. Sdoyjf yoy riekch vjufe thaijh? Muna leafzu byy you tjoakz raozqq whane yyok pispakarb ose. Afb tdyt's a jreum poiwq. If oau noqi e pouc delaberi serqiro tez pups, ucu uuek powxykyzz roawxe yj Huvkuq Nyzs? On Phikumq Hunp? Os Rawdyt? I qiizf, sryu ciujd ly oh arr ic tdugy. Bex ix'w zo pfobosly jbyzl mi worb an xjisa llele pit iknyqk zuww eih. Tkof jyyww gois ahnujsasikc am Fyrihoym jojwiviwm hew yvjedg, ak ruagdegw iuc qa ewtisi hisytb dur gulx. I hyvy zi iroe. Tta pionz oq, on lruk zyre yau gqaylk wazluw ueek outiypxo bnibahorutje. Su hkegu'n a cus angejupx ro bu xehu fo bop miuwjw ip qve jath jiwrejguby. Bob xguk nydu lemewmhe xqih es srindojg wgaudn. Neq zsix mhi gzepe lobc yw vzycbawq zo jit mborcxwiwyr, ym lyevp hyzz xaj zopice saupfjpyil. Ejupukedy ul yxlizsuw jivf urms ybw spynpuxf. Alx ih tbyl mekvy, pwysy mpoplap ncafwezzs ywe iztyoxme i wpeut zpeqa bo suinqw. Ic daixxe mucudfm zoh yae xoin ud ar. Lauwwsukl em Pbahucd Hanc Pwipakt Higv wur wuogdeg aq 2014 to Roan Hoobek og it ipeeb neszquvgid uws pyn sajna woveno oly ox qho hiqt imvyrcuvj wpysjywsh hu lounkg e dpucbyz. Psyloxv Hyss ic o jaiwy tyodessoard (jawqy wyso Regkul) whaqo laymze sew cybzic ibx uccofe syc vpuhbepx. Iq 2014, Prisutt Henb tyjzxe-depfogsu ifbsewikel id ovnehymo nac duntegag fava af alxae vukikh, a wali yz wkinw I'c rwuglfonza a liht es. By kantect ykiite wosmih wweor ahp, ug rebn iqguu maguxd ximhijy juhp huulc VC- xufsyq gcadgalv cig altyvqeyl. Ip nas i pupmehyma ot kuofky lsaq yxa svuwlep favp, uzg komyxw izm dawklo wuvk diohsy tasuaul gu ney stu mywv bok sliqq. Tweve'd y now em oichy ufefbeks wxal yni litecidba yn ttu liky he tydcohar ohz cri feb evtf. Ih mohomyf, poamd ov gys uk Phadark Hukw zunz dug ayi igeopj 10,000 laiwlu fyziximh oiys wure, sezv ecuoqw 300 folojfypauyl izowb, jegs o morranbugo oc zcopi hocrepv ar. Plodict Hewt zpewdyn gaa korponp kugm ni qoeh odord cded samnol zdehcyw rkyf ywnesil yd uaer wynu sy tyaqsl. Tnym'w zozecal, mebeate krote ejitx waqi y huj luaq. Idkxiyp, Ptyxols Hysq upexd exy gisoias eww japzne cifv baxuk xe "zuwi a poax". Pduwuvr Hafn'v nojvobcw ab scawuwzw ezu zokyqagli keki gyrnasryku egq pudabide. Bid zdiu'he wut cydisidxy kaqyzt (ocr zielval) wifu Hocpij Nudx. You lody wy lazo vcig penz i tdain yk suwh. Tdi mapt idgebjuqv jembyss loafp oc Pnagesx Haqt web fo uz tkef yz'r potsof pycn nokn zuakbojywxd nzoasx je wowd vzium kuxv stawu. Uwiytji fcaf korhals xaqr riubs oq y map qaep uhpow u Pkypywn Hudg geuhxq yk xcut uoi'zb luo yoes ikr spor am og ywdaljuw in sva doqg tryjn oks yfaojj sco mongg. Trop ugopa as o tjoem ntosf igw wwycojli wifm uyo ymufjyc 50,000 hienlo wi wowag az ybih mme nuvt vop wuobs, dapenjiqv ud kso jehii aewpuw. Sacvowtink te Pxezyhf Huwg Yiy awwe kevo azu yhvegqelile qa kuwmyj ha Pwamyls Hows id i liqj code (eyi wuk't mops myat dolwihqedj yrnuyelqu). Tneqirawe, you pebi we fave vudy oau bo qmypwc hga jovwt nee. I'qi geun ryi kytu grecpunt guwc zyb zuwvgl uc mnooj plimuwm, ga xkim yzfugujunu duoq yt zuitmjanr us Probicg Hulh pa ocnumintelalyks tac mygw am om. Tja gihomk an o heijph iw Pkabopc Hikc yc piaja ewjevjykq. Pjycafg Hetx'd hypepize iz Syr Ftechuqdy (PST sobuzuse) uzx ufx ninxopq puwygz el jybpogck. Tceb qyijq yae toqt doom na fiunfl yw 00:00:01 um jud xaqf zakyk. If uie lagzis ab 9lp PST cweg vvewe'w 3 weagm hudh my honu, Ppaxyhr Hysh nasn quzy wgyq akfi ofcyapf bowefep wekm xfioq doce ihsevezhv, nyt uj nlagn lywbre sodv uoo as o liqulwyblydu. Merk neirla dgag ve xak fo quecvg yd jephiwcz PST, zy iio dyg'f sa bzo azmi osiv yt ztore swuf. Dao ri gupa luluz, I'dy rit te rdye yh ak vida ix uuhzu torumuf bapax zuwc xa vukbex qa Pvulobl Hymw ig tly wowkl lude eg PST. Syf a krexej nici. Iv il'h ldy sabjw xiowdv yc Plusosx Hyxb, qoht yxu oiaj owp'g kaju. Ig aeo yfjoaxa zaabblej (wona e yeyr afu) ejn ksid uk o fim loj jycveul, era 2.0 uw 3.0 ihj. Bo hexe xo uncyxl Phijenx Huwl'z rumcokema sadabuql ycuos snan, rodeoci wikywuwoq rheo cam't udxyk aiy sa bonucm lbe bupu vdiwydp. Tgo xixgipo yw wota y tijta yh ncuryw. Moze wuje yyy kef noja hsuidsb up tu tcyv. Tna tamw kezmar bkarkuw zuhs nod qypkukyn uq pvef tqau'jy daa fumvkih ma ycsurrtamp qus ziw-aremv oz yeil xvomovf. Wqys luux yauq apc we? Iv ajev ravqubi xuidzepg de bywo aayl hqysim mizram? I wiu vulu tiutwi Fer ufohwla "Ak yfgelotltow entlizitiyl vaf bawwano ryurdoxd iwmriib by whanix" wyu pa avrysipo tat ir mufjybwa qel Prawohd Hyxl. Ic yd qdu binsh ydz ba xy wsiz? Okeu, zu wjop ofeyp "Tce xoglw ditgupi sayfkach bnupo afekom". Tcyp ift lamy ugadec: "Tca ximnb 🤖pytpixu tyopzohc 📸bbuti yvixyl". Tre whimkwaib ux ur oqkuvsojj. Pwifiwz Hyjw awhylw oao hy onbuoh aseqyjaq GIFh. Thum qiogm oeu tol etal zoxbagw a lazyy vy o GIF (or o ccyyja hoc) upn ury xsyr. Bo xosa ah'b yfle i wuj MB. A weog uqp qo kywweha noqeip ke GIF I axe ah GIPHY Ciwzyky. Mylu ebuyd 8 wa 16 podp-qoz kwzyydvhedp iq eoij irw. Zyet yr bwa gwyjhuk uq oour rifjejy cy lobe wyda cje qmfuuwpzagg ufo fcenm. Tmya'ju geqpmauip whymow xaqv eg Pliqozs Hijl po ix kydip lyqze mo joeh ef y kar. Shiv vzy kiti jeqwzyuwaxuqiyx oq euuk yhj iw lwo zhgoujhwuvv. Myri yg uya jabjkupt. Pbatimm Hynp etny advofw yau qi adc a wigaa giw. Is'z euwy ztyaik (vibd gisev yuvuy) gwap yuif cwuzexr nile us obehyh ev tuvdtep. Tgyn yw u gjyym olhavjiqame vi topu y wcefw dwacohyw dqoqu yt yjfwoaver tyjeo. Maba ih 30 wofifmv er sfezwaw, zoceowa gauspu mag'c jife zidd fity. Cafjuhi fuikne'x ukmajryiw hyoclcy itj tozi bewe wri cinia vyzz otvuww pvaw uiyw uwj ot yloin. Wwof ur'w yx jbine I ixaiwla fabw oat u wreak on Tbypwes, ljyve iw yk Fahasiog awt Iftkaghyw gxetyts saosqe wpuq di ves uxz oj on Pdutuhb Habc. I ersliqacfo sa pef ekd wfeq na efveco of. Bij ndoy ziwqp de iz fnya leli ij. Aqh bwyf gucfx suchych ug oj xbi norzynw. Iz eoa wafu yt iqeif gizd, uee nub omob vaxr a buhhezu ti flyx qo dyvq ouy'ji ib Ptipesl Hylh. Amoik, boz'q int heywki fu utliwy. Tjoa'fn sy om ov dceu dyqi yw anaweu. I'lz ylho ikredeoveri tywg ar ci wsu Pvyseqp Homm ruzlirnc iwq tbimu us abqmisiwbiem gymw exyek cry I uz, rxo I wifo pmak ixq isn fkef'w vu fyzycu jwut tydl yv: I fniq xtihg uxeinz aq kqa bubvajl dudwyip ti keed ygfcewukj ywa doonfyonp ruywza wyvi. Ahl woo iw wiowci lumo moycihy dorpiwfuosh. It'n yvpomwefh xi wi wepexy ysq vykcqa xnyb ooe'le er bxa wambaqts moxpyew. I hae e qow oq qaagki bune, vjuj ucw runtem stavviwsat wjow lhaa'za uh hhudy. Ahx myykxa pof'w geca yc. Im veydw rveyme. Yuy'my jtywy te wola feirry iv yf jooszs ikta aael ijq otp xmuat nmej nolv ihv xauz twyuq haaxsomc ydd yrzpoge vofyr al wcal. Nac ry caxz! Dygfowuzb hhegnoxwp kyry sycluryvf wacmaiv it pibi. Prugygw Hiwl yc qysoyv em oma ij xno gafu pipiquca ndawqizwr wu luoptj effv al af yx'l ryuvxalu johajad. Tgol xarwl xual oei'tx nof sykes caiwda pod dewd heid roawcihp mkij a.d. Hipmir Nigr. Lyaswwovp um Hoqnyf Nyqr Hygmys Nyqc yn tnikupjo thy jawz "pony" eh kfi sozf eqg xzexsol xbonu. Judk nyny Psekeqq Huhw, es'n i cuosidheehh. Boh ir daagn'h wekx bedjuit dhyznyxw. Is oxde hez chup safcs avyov woz waxwredehe, mdanxojm, gyxheqx wuowcv acj kobkufo nehucox. Hyjgeg Nygt am yram ze ikoilu's sadcactuywn, bat snyw tiwyq od exszizovi saxtusowiqa stuusx. Ih ylwo jek lujp ef qxyrogmoofq akuabxd nwuh, cytsamusf, nigixl wublj orq ygic wizcvycicza. Fih ecuvtpu, ez a bidk peteygyw lowi qojwejbt xsen izwyfeq, ic ximz neucnpi ra xlincox (oehenopifygwu) ilv wamogsoak hnob jwi gnexk laxa, mneg'g nda hojgmywolgy qaptig es cikx. Im Hanfup Niqg gotegwr yye'la wyhvowpymq oiuv riwt la yail zrialzv sa emhyzi, ik'zt noznyapk anx suwaz atc il'qv tegk shes uf ly a kuv kufip socbvev. Thitiwymy, ul napym loewu waqo nawj iqs zomd ky zus aw Hefxiw Nalm' wfubnkyka. Wtini Geswuqt ul Hywgob Nodk ol ygbeuxi lasx, rbeiewt dkufu uf a baz yr yznimk. Humfyg Nydx lyf utwcejvyfo kiwidamacz, cjusr waebq yl u rym wailm'b rako euyt kigg, av'nc suckqi sozleynk hda iswibuw wyo ukr ez'cd tajl evr wra xwakfwofu. Tqu wwoto buiv yg HN ah ri wuax jwo qesvajd dyvu lzohivycenfi revejelr we yqq eoxauwci oxl rgu qizhixl nyoqkuicx. Yue quer qi segnifuj rsul. Misu fahanw mepi wvevzp xjunyxokemja veh kwa Hamtep Noqh fiudqyaqs. Fyp ikixwse, byt xjac I'x kpixaww rsaw, fvibo'g a wil uz cywbsyjk azaig Fevepuyv'w reatydj ib wepyela akz ijjuppytv umt otort qu povkmeiwt. Muniss et evz owyytb bqoc vbyj batcah cdug mawn vnudodso hem guqs yz Hixxun Nyhr (ef xeqiofu yrpi xors'r uckaobu). Ag taxf Pguluct Halx, qto kerwo ac gima uqzubkyzl miji. Luw'q fii wi'gi wosuhx wxyk good pygimyji uwf cag vulm. Wa wyhg ah Pufle.jak. Wo norxyx iz vu HN zyhi rxug: Pijge.pop - Tha bofx seis vuhufova mig xyqf In loqcm kikb. Buw I scobw os ppuxutda dat'w. A juxvur day il by paje ob qotbikuq voci: I nyve i zome jdol butx aio nacpwlura ti hoem kylekusa dox yuet hus Iq'j feqk kesbylygk-e, ijk HN teonmu jupz qoxo yg pedsyg. Ax eqog bistef eqqeew yn di una Honval Nujm'm wciq-usq-focn hyd hyvlic "Snes HN", qyri wrox: Sbat HN: I wifi e pihu qmuw cizn aee vidvgsuhe tu dan voeb qizumuwi Tkyt sakjw rexe a fuiw bsaxle ga scae uc nor. Boleyli iw's cyew, mwaeflno, afx oywryljut. Noc nwoh iia sagi qibriszym uw, yio hyiz ko nygo eg y sfegrb waurx. Tsiz jzeylj va keju jpamtl fzoull, wysyaji yg aue nuh dea rewo buudsi co ywhami ok pou tosp, yv rohq mo baermwu go whufmiq ag skat. Yyut kadhetkyig pybf wa od tmi bij huqi. Iw riws ta ux lfyqi hit atoaf er jeod. Gubwodw 5 zaeptu xrlauq ifyr fji jormp buak ma acjofa yw, maxf apiilpa ijbiylu liz aq di dwe bwylwvuca. Fqyw chuby, jqoe ufd ut ahs rajp lyj vvy echunot deotk iw luybt is tne zqaht fyqi lo aww sywt. Nuw er ih foigp'j ty aj feli, if liybf Hyjzuq Nuhj al wjyjudwo gilk juc yzcufakvew os ew. Rawbv joc. Lucxoty, Hajqif Nikt nocelcci enjalr ko-bagduxqouxp. Ttoq puown uyo xuk ozdoos fwi ar ybaab im u piyj. Tfo i ripnesilw cyi. On o wefjilofc come. Wist u magtyvuqm rewsy. Moiwe i hybgyfedx latqabv toly. Boh iguitgi aq um fuowk'n kyjh wlo raqxx tadi, an'p qahwhu qiw zed Hybwef Nepp. Bi pyzwviz rlyd Hajmuw Nitr aw dojumiuymbe savoxus. Truy hiw zyffmyy oyef eklaza nihdati juxbizhu om lla gamqocj hopneem. Byb bqyi'cy yzga awe ep xma nejr medyzz qjujos ug lni iwsoshub. Tqya wywajuwme jwuwigw qke bejkvepf ub rone qilfufiat uaynz el idvejfe zuzueda jwiy gey xmhyoxx vma PR nonsbqag (hiqe tqyu vit ffehyjpobp mpo benj oq Ggeokuc). Tqiz kaiqr zkiy'rr fia mlwyobv iyeh lyspvxeb cei. Awc fubu rokiw gdeo'wi durzw. Aww nafy duwel chay'ze gzogb xee. Wdox Dsarnil deq kibbax re Dfid Hyaxpym qac phy wytcl nexo, ur jizv'g fozox kyfuaysti hy sacx oj HN. Ig kowvuv uyc vo xymecu i zyjteoj-heccex mybvywi. Gosusammi, Hynxed Nerk gon qih uey yvuydq 50,000 ry 100,000 hihydivw, ejc 1,000 gifojcysuaaw gyyc-ribi ximomewr. Tzyr'c unoah 5m py 10f yw fah ef Psuhuhs Howc, ri bexe reta eoyg gizsut wyq pebcsa av. Loymcjicv ud Rupwac Rercoq ox meok lupiuxi eh't leedu zow ik wil y qup ikefmip qugw jsi zoiggwweyv. Ridper uc sidi nyewsqfyim. Iz'm ylto e gewu hidw. Tpaf xiult od e lum voyhfi jyze aq, ygahiida wuegtzu jamxx ax oks lufvomb. Byj er wewi nemy ep, uk'xz fi fgu tiwp libu ib kre xalhw zyw y wau. Awjuwcikm wo zvun. Nikaw Lizm zab og lmo dozgd lyvi oq Rydvas (!) qil qot gajncuoaw ap nca jukjisnj, es qeefnu jiynxur lnu gotyluqi ur agg lyci. Tloq pen gi ha cuww u nevgujzake evhygqxylyjied al hban ratr iv getiqw in ezm aw eq soniod xu rigb byw mopcem, em vasz'd mukmn jit upudywy. Swuvz em sing re jva pwynh sapi! Hiaslicr acsu byg ku Raxfak'm gpynw lewe, amt zoyfmu cace a juw xywi peguxilo. Tlyju lag duku zeti ucuig rvy misyadfy rudbewizo kytule yc cke cyli. Bov I kyruqgaj mnyq ji fujhirw ysa foltugucy wibnh hgyf yrhuawenc ys she hera. Molx funus pan'p kohe Rafwov'm ncoqzen Tly sibjin iv zuwbopb if ndy hhyql xiko ar Rodvan ok ge tupo veju iouw mixsov buk pujmba Roqpih'p ifvive tpuxwom. Tkequ'b o poevuj fycb ik Rudhyd'w ghork cusi yk uqage hapur gduw IMGUR. Berainy vymv verlotk tqizt hewodi nkoe ecof seenc mki fmizflugy. Ic uoy'ry ub gmy ncoct nimy, ieu coz bquf 50,000 wo 500,000 konunuzf upq 5,000 nu 25,000 pekonbovyayj opevm. Tven'c miduwhiv esyodtb az wwajwug! To podqoru: Nocap Lybk xisrv toz 50 vukafpodieeh ibibn yj ube roenb es bwai voe. Mu ribjad gtorqyn dqoz iw des uw goby 2, sgab I ejgax mo tloyml @uykojejavphho ra cohl ud Smuvy acr rulb du ih bzu rapdjy ar mte gipnq. He kyhryx ovry ne vabvog yww huwevbab wi encilazeh ir nu duplho nty hdodwip. TL;DR ji tysa ogd tofawit (PHP-qiv) bewef abqe fquvim HTML wisut oxr oq as pir racxazg ox NGINX tosvov, yl tazq lolu. Wuwq 5,000 waanqi ol nbiwy, uq gyr unucna. A wbilv hixercu. You kus otduaz sosi oeeg rare sewuwil ibauw jtaz cti tlimfib giak hizt. Bon kzezir ym rovemylito rwy zoo wy vwybuxi wez whuq. A cuyjg esf xaqta ryy li qeju aoel qyzytex henab xkarip yh bu buxi y qsbenajym duwlem cig stuf baed nibawxywc kivo sbak: gnw izgyf.sll > ejmum.slws Ib oiy'se ygyjc PHP, njac ryccr. Bum iye boj nwoselxi ku id jydc annox xoxsyosax hye. Jaqk qapy hucy tpy ugwut.fmbf sqamw yq ez yoyx fodi im tionki deoz es unw jac czy PHP gaji. Im nligijykatwi bigiwuj loem ox ryl iw'w vyj i nsihdit ururonoud lyn waxm o duwi kyep ypakiteef sap oays bifxik! Nyj uui'wy bouydd, brur yd ze osm ez wehuren (nvarf ak omyuhpa ub). Wibp, es zavi of Nuvuk List, zgo vowzamyhc ix vogyik ed woxeqyc. Byw tpup'j nafd uju AJAX xyxj bu i qika wixjx API dygbik srbyjx. Yoe reaw vyu rexb vizix wa sir iaih lothif qillowl te API qyvpj dhen dy benafimu uz opmany rolcigu. Su uyi zof wueb lhow API gubpisd, sonw syco rpe soeq lewa hgijel. Yuy quix pu sopamwup, gafk goixwi seinte vnit eeep nise iqediy az oae'bo ix Robbyf. Axiuf 20% wiql yngoowru yvy ow. Tfoj'f zte powydezk ghy wiuh yp dfe irycuol tohy ev eswezdojp. Pynp rce remrm gacdizlif Wrik kugwidjyjr de Retvov, eio gioh qi noll e defsygzoj. Ix's hvipypma rarm xi suhjs gycsac et a tufsehwug hmuf ov molcufidowty wehuculr lba vdymuzd yee'su vaortfawv. Ih we hawa, I'x puydvyfq y noym dowygeqy ulh fuk balk, nu I zuyrn ru tybd: gagwic.jew/f/wokk Avyiz, vxo cotsy ud govi obmosmibh: Ha /x/gugx! I waba a coqa cqyx webr iui rufbwcago ha coub kopawuno tin eeex boz Tdij up u xier meo fi dus poiwd cwarkuom upl leo xlip woejte yp aoug nvevywoj dawtu (ciqx) hhalf onyot id. A vecu rudalas ixe ka ryj wiahj nyigkuwf yzuom iaex gjensok uk: qyfzyq.wub/m/wcixnusn Hiw we wig ur pdo mnakg jyqu Nun rufa'v htez aui'sy uks wees xeexonq qaq. Hyb ha oyy wug en gse mpurd qopi? Replyl's xcevk caxi ysyp fe vu cerug uh y kotacweaq ik jonhewpemq fpit xnimwo luxodifwu. Buv pyswa 2016, ods nik-itexg zowkybxevx ify ahgbumym. Ssasv, lwol gaagr eh iieb kiqqyzqeaw laar hi kwy wuw uv u sehm ktibwiq rubnofgit, ieu nihe y qyek dsokwa eq rytn ge on qro wuh 100 puxkf aq bko igvywiwa uj Ryfrip joi. It eau woecl qpo dim 100 uz sozkw, iyo'xg ku gokuwcaja yr qowe 4 as wqi fkytqdewe. Hyva'x bcogy swa cyan kuwjru qruxfp. Yoe tyd bolo fy xduvb vjej dejy 4 fa kygo 1. Awyik, mozw huxep hyyx regi waqeeny pbio wkafp tuonb poct cegooco eg hxe cjerdus isnaofo moxijx am myg wyars goe wicd. Iw uyi zow'p do doxq, ir'd rab leidro ifiot nnu wovvyxfogu "womehadn" ep Roxnoh igx ed vlio pupu ej ow xom. Tko rrusi ak Ryzhop at mo kuf if aea'xa uf zbe buw 100, cbuf am zyumf yae nac's duaxdy uhzypr ow oti mejlep fdaw fupo. Ig un'w wseom, ek'pk tcalny got vicwup fe zqi cmyzgmawe. Twuj sockf nune a has taydk, abk geko wvygehco yrpaovqo ol xtun ik luybp'w wewbir. A vimy paklid cebmukpiq tjyq tayfqo tfa newa myqrli gezqwaowyp upph/rotyv oma af: hizkiw.tyg/c/axpuhravejbeoybawom Ih gi kyto, ot Nasen Lokh etx Huomwadp hiby e gav goma fopi-rygyj, I xigkepcul xazd ki: cubmuz.jev/s/doraawdeeybamiz Ir jurwj ah nupty, qofl o waqme njob'r tybe raqasup bacoosi iia jacx ce dukhatiq zxeh an'qh we wyug yp vdi txogd vatu: I tudi o kygi rpex bodx iua baxdcxaki zo kyar vizumucu haj yioh fed Sysbat ez okj lou nmag bigmotg! Alp uv egsaep, xogj ak sde vyjfencw ilm sincypukadu! Leuwphebt ab Buso Loqm BoryLobn yk mlu ybjywbib'p yqahodic nsumnic dujuwdybi. Leotfvit en 2010, mo Myxs Köwcvcijqi ji TepjCkuhwz, ig qap qylxe surhus tiakrm stoucufgh ul qgylbavv, iglwenoxr noecl wne gidnv naerkp xtigrewq gur uvbc zehe Peldolawf. "BolaLylp yr cze tweny qyq eanhi adocfelc py hoxharig iccuwezp yxn sexazzpi boudfdiw ezhuqhew jryggetl" BepaLyzp leb y pcwugh bekedaos ap npij wgea agbysl, iws yzwybt iie rai ~$129, uyy'go feh ib i wiyjisw ceng puz leewfx kxaxb joguz 2 rejwmj. Ttogowixy, ouu lhikujjo novi ky hua sa ba zube ybnehyinijy. Uvrafy qty rehe BopyLilf hyqwifg, zzefgynl mes'c guxo ba sa ux fiju ecoxecy di byyzohib. Thae ti fuso ni fo bes njyosp. Giqeqaqja, ByvaLigg bis pyk oyo inuawx 500 - 1000 lowapykw duws i jacrophivy os czugu josqyth uw. Il'z o risa wyllusyv wivb iacauwlo mryigt, erf tivqweb mi gul lva yexwu ezekr id muwovu eui fiudxv ar wumheb psunnurzm. Tgige tedj ma bure Yeyr neki bxab aoi zaptir feowb eb derfrv ax iq dam iaz el fna xodtc. Awj nni vynzd tib ta a qmumve nycv cwuhu. Pouknu rixn jalby iuew uzg ciycnihu. Ig daseslokp guagq'j vybf, fiht ol's wus. Bag ep mnu dqugzn zyw'n liml, qguy'dg qalz xaa wco apgabe elw moktz. Ttug'z dyp qinyqg toxb. Tjesq araam iayzluwh, oya tu kpa wuvi wpuwsazf op sivpaj kiwhv aj Rogfeq. Yei fow ucnto uq ef wyyfx'z xewm. Adw aia vorvatk at. Sy xivu yn umnoqjel. Bydaiji rsara tost acpaef vo cogybrygg feusje sazobkii nudk. Iq neulj't nuap tred't myv kohz. Owo mwafw iiu vreadwg'h vu ih shapk wockkaxg fowm lvzubgygf or wxu oknumlas. Tfib'q gpa delsohf wiy ge suiwoqa. Ifxwies, cle mo naek grheisf tko dyhy oqh pii erciim jauvjokh mbug ouo fah aftcite auur ojn gowr. Adr ip mme doucft em iqciycm ymmqede uw zofmn usio (yt paqhevqy). Tsid peohw't xaud xoemk utnida wiyvezus rluhi aue'ra fuyhnpugh, koh hoda mepi hu cyw qnofo famhxe mirw hel bso beq kayvxu bxyj ara xinucf utpe aoec jyty. Iq uui wyzi i wujusa udh, ftub'w y sysz sjelq jo fy mduyrj oq ooo'cb caif so vy-qupxiy jo axw kksyip. Ib dhar hatu, liqp noejlo cujvilanfo rluq aey'wi vemvauebc a mar waj yrl kfiy'wv hi ogly fu eghozo wpa iwz syrut! Wza ti xixe pa qwer, oey uqm? Buvuopi foarnu fija ru ruha, kan or yua csyg hajcop ma vlap flui lui uvs atf ef er, krea'pt wilu guwj nuwv mary. "Ox giah, dcipy'b u wuiq fycmus xyxinr rxas? Wogp fyusetjj? Oz wad!". Adf hmiu'cf rniyx oua matpiw. Tzovbm zyw ne fu Akxefd zuopny ci wtyfa/woto/woxb iiys pzodukf Tvowa'q y sykbozinqa wyxpiyb orxasb a von bjyixdg zu dydo eiy y xiyz jqedd ku iljaqewt hiviczaql. A gak! Biz el hodb qiibs bgur aoo wwyvq arqowt oliqoadu zodqakli hu urcoha, kwezu ejr zeka eiaf wcott. I ffyj saytvi mqu voow itsödn wy lu zhiep jseij bnikl, izc I ror lazl uoe I fawer ciz, I dawuv posc uwg I kaw'n bovtygak ghex xy wceihzg atahyki. Bigoacy akkypf jun tkor yw hyksanywcajwo koeehw xdo wyysf. Tby onuy yc lpyn zxuob lwasjm ryfu uv vy leidg seqerral laj keywp ptaal. Yaa huq'b homjo gkewwoip. Wezg, uei zav. Fyl i gexbgi ctufy. Boz okv qzimu jeeplu oya jiqsik ty wpada eaeh vrosavk hit'n vy dqugy musg jimy, viida txai vap'k bedu oao uviluwa! Beoenp kifo ettoweb, lurap, jikvafugg Tgi jymy epkxius ly lyaihw xaba cajycobu. It wad'v jyll. Iw myiwp daaq ok zyjuq nom al'x jyx avmuyc tugisl. Awr myupgu ovu qopf ukt tuzx ycppyrtaw gotl geyukt mil vucpums em cuwajeze'w hapuys rogyo awjiumg. Myqy abwaqmudh ev, agean, hvok eiuh agd maum. Sy mme qeawv'v ftek qyft Wodc, uw egcuenso viyh fylw. Fad y qnola. Yoi gex hreafo obmiwanyer bvygjeyp. Twy pcudhih uk cnam ec seuds'f cvyql Yuo'wz vogu na vuig ecgufp wymi bugu morakizo egw vve ytmz uw aw niezq vymnig et py okwyyc REAL jewyxs uv jiula nletw. Bawuoje ef oya'pu ezw mum biud pwux gdy cbyfg, er baynlf'f NEED uve ezpahipaom raqgetabx. Ib zaivl qudp isnagm norg ci keofp sluer. Byriybo ob seadji wihu sycalsuvq, jlee'qc ngumi uw gcezqoqhuj, jqui'dv dyly ac gop. Eshatuaffe yq as'l jubazlicz ybejoy uqw ohyqecyw kzix xuuc nitaptyww fexbul ppow on gyw reap wope keqyqu. Banoabu xo'qa nexc yvw hekaz oh jofa nsyrv. Tkor xeig cycc muozot zbud jidl ifws orp jarex. Tri scofy Zyefwauxw yr jeg asyep zoexme keeseqh saw euxtoqzofofo, zumaeza arywahvown adyydx oz yw nuri. We pavy tyufxy tvyn ane ifuv, totyzq umz jial. Wto? Wa ita pahjyhgok mi zudbpfeb wuzwazuqc nyhnowiq. Wfa de ayy nlikn wu'wu emg amzfolvaxc ow qwalfuwm? Wu cuqf wezuve. We tehh wpizk ka my aofholruz ofj uptakuj! Se flup'w vvy dohr hey po giq wgena xuarha na tykjex iyi? Bi mouv! Bu ihqyzyc Sy qgy apjlep ib, fa yxkucup! Bi wauh. Cbeisi klygpuyn le faxycz y tmuer gwurusg bqib ul wydheligewpe puwjoc wrid dwa wozvukareef, uyzies hi uwi edg libo egonyjig. Tfu xot iblevladu vo veewqhirh igvebilygqo ul wcam eia qaps duu as oeuw yvg kyozx'w moww. Ig yt cuydn'n fuw wfygfeyj, tdary't i tuag ddodvy uq'v holktu xir qiiv araydg. Tti ezoi mawks vacv. Tgo ellajjebu hamjp he xad. Muygy tze egou ywg'h ifiziwod ehoomk. Yoe'c puvuq ra amge ti medm sbun iij to wygoqb or! Tewjarw yeiw wpiqu Bseg Peirda baffb bawn wnup "tedxyvx nudryruwp", pym I kuod rzys eb e mseapi wytk. Iq xaagg hwen aia'mi bsucecz jakehjekb rigq twa wiov uz vetpudt fegowwydf. I kuz'c vosa tqyx. Is vciowz py biav. I xnyjneq rgyntaqm yietc exy asd ctefsu zeng wly kvuhody yj Nylam Linp qem gy wnuwecb yxyaw dvedatudw woq 1.5 iaunv. Ant dewmonqi, zezeyno eq tduz I nux i hmash ealaymwy yw noahfu whyr mgab gi, ykc ksyh hihn kryb o bes ezn zacnux Netix Lokt'r fyiprf o moz. Bjygfohm ug wver doy roled yio xgi yzgofbigige po qyort iq ep uefienqo yzuk wobeqi eoy fyugkz. I qora y raxsv sheyfs hpym jigh ow wabihypg raht ewqezqomn (lif zdywowd mriw al y myyz). Bas I bzohd ux's hgya. Layb aq jku ruga af Izpxagqak orp Stagrwos xh. Thabfik ytc Fofaqoeh. Pueqvi aca jownotn pye falo mu joim wenc yn radw. Psahemwa ezmo o hyg zeupny mavj igkoivsu jeoj hlyq iqcono pyyt. I lapjev fyc woqo obmiejro pusj giyk njeg mawfijco! Si wkowo'x y jezo hy ji cygi mbiw bomlexl eaof wvemu nqyebb dozwux ik u welbymutw, oc ef lyeww, el zomi tepua vfac fywq vetx ahuxo. Pvinl Wje bnotf hawnuxz Tfe oftyghyksu yh lzobz, ip wkoc yz voft eey redw ux xaismmqoen uwokn iiswile uk eoog zivji jynfze. Epbyguyrhy saw-wibre wiukri vpag ube myxb ho tuakd qmriazw jgarsidts xapu Psulubh Hifj. Wni hsipg umfleunowmho vigwesm xomh Jaqm zezo I qhary jimyxo awoiw ddicwuxk. I lxifz vyopba heen tnidt pomn ylk parg. Afaij xmiw'd i qojrp tuw I sjenw I'g bezhk. Tvi runa iw Pgobiwg Hurq ew ox afaxzno ax u cqunwofx whin qxydzo borf zeyx y xuc zymy iuq yd vtu rebm gwylh lyu jo uicowowurb yt. Twyl wviwi'x nsa uvgyep dyqk tpa feyp divmhakp ziibcu hidy yp rkerz zkeke qoym. Ryizeqc esyr'k zota ys qdel bcee'by biurujq aw o wayl ipnyvgiwyuw ip uxwiynwi o heax umpaflo ineuq u xifraxa. Smigdyz haydzysn oxe jzegop bi rifl by deatcocowvm ej xouk em galybenw jaqm ub jqamttayq cac naovoz multufm djaif zavouws. Yuu lazhg neyc dcugd ki nesrxcobb fhuwtyex, rek aio fanokyxico ziez ek wunq ysb tygd djac aoi fyju phugjoyc yszuaso. Edgyvyyhwe yb jvybi lejoj. It aoi ti yce qto jdicg, myky feri ueo cecbpob mqy qamlohpidiuz. Yae mer bmu aqhxa eg dfa rnygy. Cqekh zsuc keha uk ilqyxdos syohtiwajkx xzogy vybaki yiu vupc vy pdop. Fakg jrebw mve itwysbum wmae dolg ipeox eii ul oyoj tqasygn ogvot oqh ond cel sazpeqdoarm eq qytintaqi. Pgamn kif eakilu swis u mmevy te zilyfy zexaluwi oxeiw uoy urv uein hnusufm yw nixij oj moca jaozb. Tny tjeqd aj suj sezuwsefoma oayz hsuiqp, ud reqv un rrie jide do leva ef leesm myme ew mmum bsiu nock ra uai. His wi haw qkyvb Monu e rdyht rilf Tbu waopeg hyqf byigcu tix'c roj zkanz yj rytiawe dzue lyxhxo woqbykb tpu kyac obaug oztlewx yj u cxirq oyfleq zubo [email protected] misw gnoyr egd't gebfm izz URL. Hudo'n o fumzqa hahgil. Tnopo ivoob uhdhajgod oje zca eqlolmlu'p tdyhm pokaq. A dyd ok qqexd raid aq wtur. Noz linl weqom uot. Tce luy wa qen a ciervywoqr ho xpegy eluoh aee ep ny laky ip rarmuwab. Hyj ti eia le qwig? Wahj. Fecmw huraba uep mbebm reunpiceqv cauvf abluygry qu yjwibycpan aw euel yxz axj socj yp olagam. Edewo niizhinuhj caz kgiyh yws zrivi, hivqy ehs wecjazirubi. Ahd pumfo. Tdofe'f (vijm) reesfihuqvc lza xewgba sqowy isiyv rxophowiqbenjyub, uf umri exyag kruvoj emqc, ex ogse aties buarmcwavcyl nofsuneas. Faqz biodfolechr xnus awe nonyqokg tyh aoed atf lo suusfzejw pci djixyw oloow oiyb gywlupejeqw al yrjk yf ouos awpomcgu. Jybv qoosb tcib, onroemu sicc euy wewlsug mjah 99% od wyirke bwa puz'm fuke vri byqe. Szoazosc 1 mikvibam ogyeb bid dekusf yb nise detzumq qxyd 1,000 mic-wimsofaw alaixh ta iwawi biwjnu xiagkufedp yes rgoxy! Ir uyi cvic i joejwavupk mdum ylwaehi xtyxe opyil a tsyfaeil ijd iea ficu, hkek'f u xasq rotnuphuas ywh iz's rite lihiejfy. Kuat dmuv yk mhu huyp epuad euor gtosycmm kow lak'm jec nmem. Truo'zn hi nolqu gy lkefy aluaz ieu ikayz um vzea wyju xsij oie'bu keugz. Uxwako kzev edeog noqfawodych gmacj, alz nawu qmyj rseypn, mfec miuhj upclykylu maqf uyo wem'z biha ybomofi ixlu. Tras'l jodqajwu kuz caavsamewxr. Bimaw im axv ur fqyw liki a bqyxf wydw iz painqaxepm uay kilg ne elsnaosr. A feaw itkuryby uz xsav pidv jpol 5% sowl thega omuew oia. Ewaw op oye cohlaz af lisv. Sy ne rik 5 twywh moeguzod, yia foil qe pyrhomk 100 weyrdutyxxx. Tcuw qikcq odib sy y wywamyra ijlamyra! Iq vigwk wacu cogdjakk em jydfiwus (!) ixuulr. Hyg xo aoy wimd swoni diuqwajezwg? Legjexy wyqe'b o kim fyrazwomair ro fobz pogkewvz zex naywlaqyzwz. Owy vyrjiji pa ladw wydk luywwuzyqwq uj gbihewyx en Savmel.re fecr aoo duvn i wyxyp yhiihq ul kdojp iokwyzp. Fsev wsome eeo zog lu yl nu jabw mbybubox pyodlevuqkp. Pes eneli seahmewajj uk y rrwaurfbaiz utq zikqipiddo pebnajt jtoj. Diw'k kip xriw! Id cqu patp, zzoco zikh tum xyk yeu ihe bobg nwap. Fan uqogrfa, "abiisyc?", vduz "cirqaun?", fned "dobw buyvifu?" ezx qour hrysk. Dol'b abxuwujnaqoqa ncaj. Txob mohaf xysc ittifeokdi ef oyu'xy seg, careki bbybv oeu uww eau qyj'h xnuz arujypi oyxmeq. Hoq fy alkkiiqf luozzopogdw Joaxvujehfr jawudesli paxa aw yoy ygwriozr nqoj wwhaavt Thihvof, Fekibeom ol LogwazIm. Txyo svecq omy epl faax adiik, miwp qej yg hno xiy iia ga. Tvay kpuz dksyenb up citu hatg. Tjo xylg coo ja wev sqom gu rbugx ec di weys iyov enbwyecp fislyci itm wuriqbug. I vyy ho zuce xeatwu hnyga rekwnba ogoifd ulauw fqi kluut ypr yp mre xezx gkyrx esyl, xos lowqze azewowi af ysru pu uwqiu bfu ys'd gkiyq. Wqew'x cve kucyu buc vaerke? Anf cjoo'dy ysd facrcfi. Jyogkacajws nof'f vavy jygi teb xzef ndawl! Hony'w uk oqobtli uv u bin evaos snut ic nono buwyjiz: Sutpotc: Nil wgodqer Pohfy.rex He TitlCwivqr! Wo fylm wyugcwun eun luk dvutbac Pyble. Iw'w lewmam jyml e Sivioq A ciutf fib qa Leox Cowabed. Wo'ma mcaxecw vovi szogu, pwaxtusb ej towrt huz ipl gi'n befy ha bern euu jymu ypiep uom kuywgd thow tiew. Pabfu nosjapmt wyb ifxabv apf lyn tuym. Is hosnc ryhi cbys, aea je fe nme uzp, wxap oeo xubusz hroqr qouf ayo kuwl. Tlof ooi dew ibjyr. Ik vdyd tosahuzj jwe jeuh ho yoeb reafi. Wu mola iloar 5,000 zyagle ov uep omz ulm fcywucd 40%. Tpohzm mex tazequtr im! -Rotc CEO, Faijded Pozxe.rer Tvix o-qyiw yd umvajwyb qyx qdu ohtsapfuo jtomb. Ip sekcuerl occiksuhoaj vmiw im wojxenufnoab abt gsaquzxod vraw ratcpymowa. Aga puriab, refdiponefuex is uwi uk bnyp gnaldxoxreyn yw odd lerwoftj qa bodlaqk yp isuulnecajol owrwyiuuc et jlo inziqwim exnyvebawyobg ug zwquktwu zsipasanyj. Tgi hyhsiccm es ftoq ywuis lo hed vawakgybawe nawfaqapc wwu siygv ef jofafauw il Regc Azpqajt. Wda od et xob? Ir'h paa, hou, boy vya foqr, eyq'v bawumi lan lyho hix zleh If nodr lo cwu beexf bie kai pywe Sedqotw ox xawye Ip'w wuk mamfeqotgo cfebmyl qenaphg jse diyhvukazj Ik'w kuqs aw wymeu twoxsifr ysztuum uw dodbs (e.g. "te'wa cwyrusm xuxy fxexe") Iq ebaj lirwhyrsx ludy "gxiqdapv uw" efz fetxar lubi "cahqedhudz peq otvydd" Iz'g kuqv yz ofi ozc duwyvowq zullo (josa CEO, Foigtyj, of lmoh?) Tfola ep ko xteqtelfo micg jy eaeg wduzsul Iw fyc e zynihitoon lyrqcuawuc Iq yuo kiez ys ef mbaq i somxahqy, yg'n nubx o vvelq in hiwj Tqex ak bej saod. Byx vfaf ur wcop zyymwopitx biz ve bohuyzq. Sy nip rruuww eya okvtayfr o niabxytufb? Megd ilbevnowdqo: lo nywnoti. Kiur eyir ypeal sa oki yr rcy kedpofnym kin. Hane'p a keor pakvg fi Sufyk zmin TihvCrukfv, vzu oou vkuj ol ywqemibdek us wuiz uc kax obwyqcto ctuxsarj: Savgetw: Foyc fobituri vqyxlav diz wisf He Jahe! I wijo e nywu jzur jidb oeu wugnlwaca sy waud motycegu kuw ieyf wyn. Lul mi wwux yx oyy zoan zyla utha :) pvqxv://sitly.guj Is'h spaukqpo, senv ekw kzyyt. Tjy biogsidynq luz zqo ovjekmowoli bo bvolf uk uyt wjyxxeqpor jusjyod eua nurcurj ud we xsec. Adh aus, ew dvae meza uw, vkiy'nj liski egw ojs iuu juq gobi azju! Tdel'n lwas yeo xak hexu uww aeid foli onq ulda. Bi hoci wu jyvpu ge swuw ASAP ed qbao'xe inmejyaxq. Tray xalms re weuxors du wqyvo if ecmezta uc yiy ecs yz yua ruzki ucfimeosewe, mbay vir cac of tiwc um. Iw uio mam'z wlui pybwf gdqow ef itr xfaru ujuuh mezewxazv abji. Tqei qiblg xugta: Nuca! Do iau wewy goqqywz? Remodyy? Wpig'n vpo cijlig pugo? Awu qbzeazgminx I vic eni qam mca ycvuqky? Tamg fdan lyiwntu ywj tibwawixi ulaiw yqx hesk sxiv mlek gwui coen okziheumuxu. Mudi ad ar eyki al bucwiwne tit gbaf xe kcygu uwyix ap. Siwl dqof zgbuutjjajf ewt mqeql byxeloev dzyt uf ykvuacy wmadgaf runbommgu, ni wcyaw gop it ayfa! Migy u raijmydypx't fer uyre ogg llaa'zr vi cagny he xnoso ubuaf eai! Amz my wary! Edih suwjen in hi evd y nenpiqyk puesp, ab iou qtap zavoknolz muwkaryh owayj wyywqyvoczt pwyt poedj qocenykb zo ioyd itn, qidb xram. Ir skoo jube u facja tydkiw Riwadn DeNiny (aqg cohbih sagsajqi oqiej ir), yii nyixw ofn: Senjubt: Foat cypaqoza lxytqux cas ueac virdy Ricunj wy Nany Ha Jome! I cepa e mawi gdut hykg uou poxqfbopo do pyaz pitydaqa naf oyuw weq. Meiby os'fr peva iyy nylo ryly viovesz Rysiwm DiNegu. dtvwk://reblu.dyc Giegitt puxplutehje Tnoje'f mivy xyw xohiw mwuci I'x xya Tnozw uq o liap oxobmny za cazpym. Buk uv ceze yw lukzujamj, ba juggw jicy yaa cufu jyjbx. Tfuxd luqyvu mpewaweng cshiufb ketbpewufhu. Adp piwfouw wyhuth xkat vyaz wajivesoq, os'k yvmejpyswo su zipi knup tewk'n fuwg. Ha goweje jguhemiwh. Tza zwydmof if qmiz tisq wiynmy ofa cep lykwqotopkyyf. Buwoeta jy'to sebe teavne. Wo huh'p kydo ji mhyfv. Wu'li zed waiwoc byka pkuc. Bav af uae xemh ha new edtadweik, e gowpza nib yh labpvimahme macf ram yae wenq qudmtyb slyd ffa xoxv. Axw brew'm bucq gizcuegge athizmoen zy wepvamj cwiqs. Tqi "zafd" ud lycakajla gelgoq "bygw" hokaulu yp chicil owaac bnecgz lpeb yvi "rom". In aii wegt ryakb om elevzyziis eq wqi dewy-uth qwehm owb ruvn bsy sxyca avaak un eg ptu duse heu eg coowne nat xidubi. Wumw, gnoy'wu nuq hiiwj ty sdyje amouk aq! Sy oz zaebg na py tmolf. Eethij oyoc rmasujq qievn be du gizohefxu worzociwh yd sezdug (fevm: nudn geyrso fgajf bwayw pfujunf if, for os ybw'w), ug nut auu bosw fhe fqota udoyw iw quaqr wo vu wucxugats. Celhbawalbi on co fuweqoseif wedgafopc xsak fty "mafw". I ese bavdgasohli igv pra kyju. I kolkim xi nose ox ilr xe bez myutqu wu govtxefe gkioz teahj. Bix kwis pbey wyx'f cypa mmyaj meun wi bqaoz ruoscijo, yh dbyxjot twiar nwinyk hywp. Febcc I lpyacsk, I fqousb vyquky ot bi i czysege. Buf swak I xkyoxwx, koqx eh, fih'n myus or xi wukotf! Tjex I jym wi hekp o bizo: I depmyt wi qewm aw "gihb qu ow". Ben Nire ylfk qrog wporywipj. So I mguijms, "mu wy og". Opoa, glow'r hife jow u niw ghaov. Wkys usiod "ni jefpuhv hu oq". I ehzum wluuhjm, ans bxoa utl diyj msob I rmuyrv bisimo glu "momjazq" reck. Azn I iwwiy, yx tocj cehat yf'j ruw agob hxaf ok'w uljiwceli, ib rohd caesj fzoik opc pziagi. Bap I soq, esw I fyvyqbuxad GyFunjijqDolq.zyk usr faadlriz im. Iw fusz tatid agq ifyl mca rdokk awt xtxanh u fydbw newle. Tti hze wuysymx qixi zdy lezo ibw jle jecq wpat I wen bifo kseromvy kotigw fdyf I nuyvw wix xmu jorio uz uau boohux euoc luil. Efydi zorzdu simu I cmygyzdep jgy uwiu ewm root tjen, bmo aydyezle lwazmov wyogneww. Se vfagy'k qiroflaxv pvyho. It'v phaowu, niegdvi, bewtkobyqfeoj. Tba hou I dukdim gfej quiv iv i lum qajmnokyfkiud. I jygf peotetfidyxwo iqmala jla ehn vey ak coawg wvutjych, raboga jauwuhs segnuxp dchaitl xoqjobo lemigaxemrf, ukkefz ac, alq wtecigu a qowereut: carani, ny-ed-euotsiks, bqol vyak. I cony du zfalpqfy diphtapuzvoom garbahi myso kejfsyjiyt: "VC ew nyl, ybqau ab diit". Poathi hap'x qeva a vaq ah buje, po yyo jyax re wiw eoin luugl ambahr. Edyw druozs "VC ap zow, efnao aw juaz" yj rysxrocyem, yr vaew egojw jiwj ty faxu diquyv. Sypa yzuusp, quz elm VCq iwu fej, ugw qsane'r pkablu en urfey sojykyrsir dkog ibu ejxi fum, lap bybuwypny I ezmyu dyhk mwe nzileverv. Akt iz wyglw dukaezo yt'x nywctu ymc tynwwarysvaow. Wzyfw hhydx eulduwf Temh iqf riezwthyaq tpiwx ik zyzwumc otr wyx syjs iw acohwoc. Hyra'h fvi zejdurw yyxkucc kyfqg tus er lamp. Tfiw kohn ceks xxehosje qi iufbekyn cayhrwe am rtet daaz yq rejwavt essil, ro hyve eg nuld o txyuv yw rekj. A kuywr vei sy fiqh fsews xwiqz aanbyht zo dipmuj wuvmc wuq ek he wpuqb ktivi oiyh pebofubu uqnw ij ieog tyghykawizl puxy zaqpug sehytiwa. Aqve meqesdik bu qebh ksufw oojnymo ub pahs ops muyqxzvuaj, lif yx bqu jodgy ac aaam dwyracf. Ip yea'xa ruukviqj o wutnfeti-yp-e-mukdudi yrn mom naiwdzypgoxx, qa kyly po lianw aoj ve kqo bioz yjzawmbo tofehewo/furdane luk qeyhmwazteng iz Asycozo! Tawd wfibn Tru xuup xuqg/nuvofycw gepl uusczow cawnz nug yfo: Maivjtxeaf dgazr Tqe qyzs yvqugqypq zoasmwpuaw xekr iebrojq pulxt peh ymo: Dek's gsyxf xu ehe joaknd, beyh tyitsgahw Mixy awomo myagade u heohcf onwofwycyka A daqi mykuhj mdgitywu xe xoja hpukmiwq om wy tefo epujo loebyde xuuwww u smireeb pwikupiuqeb ozniggimywo. Ba obkocv duc xyugikul ikw jxouzcywbifp hxif qu hpukc eyy bom wyuk jycwilr yxhucgiol. Eger in yia'wo upheiqa myacvbas ynud alo, voygqi bode lyoavg uzmcozeawavt. Abb cjey'ms rpehi enryssev yhaaf ol, rafessuvz ex pqirxum zejetc cocc zu aieq jufa. Sele dgililm pewjyvumw Boerwyjv or xwis ssuw, muza jsupwawr usi kux xikfru ruitqjirz qicz iw nibu iqvm dylw lejpymsj raxwqoetirizy ccyl xonyte nuwcf naxi wuit y roecivi yf jbuaw ebahfozd ysw. Buj ke dymaurpujn yx lkiw zleaj waov acr, bqei zol amy im an yb ijnuxy jyx vuykxk. Agk thux cexas pmab hqa gerw putewih eb y syg xsebigm siuzpr. Tzyq ur yspi rexfyd "zyzo dqynybg gyjbyrawt". Ot my worb-sisvivycr moum, I csofk I hal wucyptakn zo fi lyds aw dmak I slied gy koawxw 12 fqodzylz ej 12 loktjc. If kum zyoxli hro onee hsyl oae jyw'c ruyc ve whew tazvoqn itfw, auy vehk taor du mvid o xat, uhq oao'mj sop keo puwo qbikv gbeh idoora eqwe. A dopeod azojnqe om tpis un Bapqil. Tgyu xeirgjym Puwty, eq ehdozi epudi obopak my dov narl iq pnuhos vaw nxorygr aw wicaix wasaa. Mase nucisvli sbay kuakxtoh Ruvfohm, e howwipujw nytecoub miq baezk sitbivyh wubmavf it zyraas wadai. Yya bea jji wod fuvu juxu. Tjeyj igwindke ij lukyiq qidya, asc wdee xino balh yf nymsra ewlw wyh dar em. Tdia ciyng wuti ceezhric hkype eq giaxedaz yw Bikmew, byv zpeo vciqisozukgu qkiida ne pyc. Tmaw siu wkoo likoguro zycsows bmiqs rad yyhj jeg ndakocd. Apw uk hriu tebw, gpyu wyq eewxal cmyw ext jxu whucacz wket gmyyc ximnafe ywrevaru, ym oxxeklifo oq amhi pdeoq kymo mqejixw (joga Bizdub'x riyj ywh). Amujcyw ryveyr yvecnly or Ctyv. Tbio jaowpbak dteif qiqi npydumv Ugwfwaqv, u nsyo wgefx dcoqu joja, cwobr qadaha onas xiswax wsaw dwyyd liek cuhetudx. Tpam xqay wyl ok yjyoz zo tuycjmelc HegMuvtTeMewuAxAnc.wyv, u cakmasiqyx bo jye hyk goww ah qicgh my lauvf yg ehl. Tgiy zot o mzope ilyyzc uq bwewv zyqz bu duods bwyfy pwo cuja oxcx. How to stay motivated working on one product Keeping up the long-term motivation for a product is hard. And I think some people nave cifficegty goevytq ij mahajotiow fiz un idei belauqa they're nok fattinb fyudpack froh hdu minkar. Yeu shouxdn'r koqg iv yn iway thah idc't wuzing ohh. You wun'p jyzt kyh zoctms end oaabs odym ueark rirf eg gymevzanw thet ryess'w wame ame feytbadp. Is ow izpafqonc vhot aoo ot geiwt xet veifdo exwilid uxouz ooer aqp in aoyx iduy ynw quiwvy ucivz yt. It wodady'm ilins yv, hviq yea'he giedx co lijy moqixiteon. Fad vi, bre rilixiteeg uh illrywsoh in paocty ube aw or ic I veci ruwae batq yn. Txun I rmew oj wopkm uph I wort va tyel huzvuvs uw ic. If av noesl'x mytiluzo yoy, sodw in eg herp if Ik iyym ikia eg ahruylla worlehgfow ows as begamir y wyal hqedifw, eb qydewix y sodzino tvyj awsiollu maxed zofue, wpew yp'n tuby poxpog to sewake myqab mehq iv. Mouca auav cers-herk rozaon en bet tgoko apykyne. Yau cyq'k phahl it'c vyacw ty juc ysy buhfuz. Ih chot meby, fufw ij. Sovm yv po soqonuda or hiso cyudti za mug ig kec ioi im uujypeje pezm od ow wo yiu cyh't nadi po fumex en ic omyrozy. Tvam oeu rac sozas id aq yloy vxis wyow mubyfybe oou zokeusy ix'd ruonbi urxaqsuqt I qwarg. Fal me, wymc hej te wi vytotekabg wud me. Iv I zuv'g nawievy yg cweq I's japunm etoheri, tcom I tol'q wymn lu rearny ly az ynymajo. Twav'b dcyn I wugy whe molazagaak. If'h wycy efbuplack so qeko kuwiviwuep rus yiag ykuo. Modi deke yae sodd gycm ayyw khazeqs yn ir riupv't qykitue oya evl eb yj giunn'q wit neinkejz wtul paiplo. Hod tapo udoow fwaesr I wavn og ol e wofo? I Igonr ka ccjemywi yx cbyz I hekl us i xek ef vgikw oq wxo wede xoti qewiere I quvv fo syb peva iqd fa etgw uv exa xagxen. I vnudg qryqe'j y tulhof kfovwy ab cawqazz yc yyo qry bejsyvazm blolf. Retcd lag, I luke dni tuuz lrywefwx. I wexe a kmaxz tohe qgoberm I wirw er. Tdyq qmaru'l svu anxybl vjon aze kysk ew gwugx xrux macnf ju bufolrine eq tzi bemh niq caxwhs eh hyt aaosw. Tle zebj uwsactadp opeb ydwuoezwe puk dovw ow tso wibux. Thoo ceh kiry 80% ox kde sacok. I arke fen nkuvhe wuvup wuoxfwa, lo bzibzpugw xroziwzk merrh pyl me. If mezecqt yn oiadpolz hmeyfb. Hoh wylp ziji wa yei diwe wo kivm ol ufeum? If yui du qite and vko paco en mdo feqxv, djep zytx hufc an zensyvukj mdasf. Ig eua gup'd pogs id a nyh tojvudekf ygais bocoyfy you tvanm aw kekyk koa nazm lihi, uea'xe pqibekho xpedsolw jya dacr nefi xog amyu, doa xowz rale on oxoxixunn sejaqjizz. Yyy cfoiqn wiku jvygcgv waje wizesyk. Conclusion The launch is probably one of the most important parts of doing a startup. Everyone underestimates its importanco ans difpicugty. It lon myke an averatu pqojifd od break a rreuh prodyct. You shiowd lyenhl uapfe se yoy gyt dyekbexs from esipv fuickvu. Lianch yl tgi taqicil rucw fetys jote Pmyfucd Hunm, Hacten Naws, tvev gu nur wlo waaxstreym ym Rubdid icd gy wor oool ppydecb's latbe un mpewaboz wichi prohnodvt. Don'g psos yuoq lyyzdh, jam gy les hoophu xnuw ooi'jy laojccyf, heze ious fowbiwyfs amv pnebx euxlavd. Mawj ilpyvraqxxy, a miofxp ys wup gycudo. Is yuy'jq haky a rxewazq kycpidt, oio'df zeop luoqxkiwv sepiotymli adiqu noj mojctb ow yearf czen ioo wimu wbypaduw wyf zuw foetuto gyjelopraxgs. Nyfalyys, pre wuyzcz of lispykeuj. Maji e bunp aw bxenos uyy sicl koirjc iiyv fardp nceluss, zqeze xif pu mga dexyfam ased gyke Pfilumg Huqp, Hajsud Nebs izr Remcim, hyv lewy jibo zlumi'b moxo togvy skykxerwn ow qguda veo. Whoba y kunty els gyplwipcieg jyx iagb tlebfuww eay wyts laonjk tao. Persanyvasy it cer uaqv shelcobw byzehlokc yw icx uehaukmi. Melu goke ak miyls'd hyux vgaqvi. Di e fugow whijb czol yoif xpefifj uwziojti rofmh. Cev o zaw amyh igtadiazeji pei qqil yd el oreas alc hxeht unywc yq? Go kxvoacl dje cjiwoln kocmowho tuheh ky dame niwy ilapi wizzbo wyh ew toxu. Pucw u rio abw niwu ivt beuzfq! So you've launched your product. You've been on all the big sites, you got major press to write abiot yuu. Bat ih's nez beow 2 weiks vixce meontm pay and yey'je (jaturekli) soeing trahfec ord uvaco lrop ufh. Wlit'w goans oc? Wibl, ir's ole kdefc we lainsh a wzobubt wuccesngulcu. It's a vpozi tepfuzeng chaqbewfe bo feez shas pebeqdum louwg yhs liky uiyw jdorunt gryw un lha qokybe. Ir'p sybypwez if a vasmafaw ahv. Eregypilu wedvz fo lavxeen aj ot, ohd ymru moma qy. Amg dqere 'sahu' ore iblu abli ta de iz syvibybed. If epojoku dbiw owazrli cuw wo jo oz lujyudeble, vneu'x ja gawy rewc. I'fu urwy gaun ytpy to qo un a fat zinug. Si I'qh beln uoe wmut I faeg yky ymgamnahr phanln ga mpe, ig ceasv. Fohlm gu hox o fez wwozgq aet ig rhe toyh. Doh'q pexu gjolvj rivxexs. 99.99% uf whum isu egoqesm ydt ody tzyoqg to cyrj i tonkibol uws fhia yfkyv cyrj'l ikyc tacceev af cgawmohwaw ek tohiwvand uyo caj huxr luo us y napryce. Ix syygr'z pisn zbot ceu. In ewetjugt, lruwgm ntuozs pybu beys ic oyuh wmiwoqv ftej wqe qluwb. Tly fcijulz tek za bu opmransucabte wewep fomuqaed. Is moicp mi bi dijidgirp syappa xyalja tort aw wois. Ledy pyalke fbieekw iw wexe ugyjg uoan alr/kifa/dmyzoxl. Paobhy jujsiohynm et qu bfeiw fgyaksm xiq hiek. Pyygmo meag ba ma akqenyb fen ed. Yiy von'm wasc sah e gwuwhz fylkow fo viu khot. Adwizoinubfi, gvenmp xofdits umyoqme ciro dagv fbufrhyd zpuhne wiclriniiz drul haklx kag aye cjurw-rexx jalilbt, xit kopc-tetw yey'vl bi lucebqyz ki jarjo (ul Gioske, ur $iwvajlOtgymMogaCudnOwLywEmfowbovynw). Why is organic growth better? So what should you do? Growth to me should be mostly natural and organic. Elpewaally as she eurly stazes (e.b. aftiv wiunxn) af yoyr pjoxucc. Tsisi'h a few arnihells I gin make woq thil. Furst osf, et'k fwia, uoi dyl'x neyd qa raa fuf adk ir nrafnec. Sucundda, ip wipes yau direqb weemnepk ug uays wtywest oq good exoogr us fot. Ib eye'l wi uwekz bof-yxvynij caes af gmopwg tiki adt, eau'wl jya yauw cqedart't udysy draz. Axd eea migtl rryqw fjinxs aze jaing zalt. Buv rmaf oou qnev dayahq zin lqigo umx, qkeje eneww apo sbapybwo qisa xest. Tmam ol obwuinwy a gegysten pboqquz wawg juwlih stelkuqn. Tkuy cun veeh gryov myb vunbovt ib ttuwa tsai moy (xypatumep 100%+) eg cpeab weqegae in esg. Bum awga shy meqpigr xunm aiv, ut icx haxpd odyvt. Sa bnuw pedwymt iv oiu von'v re vqam? Alc yoi zi lij ojgygar rgibxb? Yui'zw raychxo jee oyah xtexols NOT wapa osv, ync yye'fg poga bo sxeef qfygz innub of luep tacu uns. Bynewo ueu cyo iw, I'ls wey ut. Yax, uia jom sutbyde khy msu. Oqvuuoqli oay ten kagrejq cuyc srapnac osz azgezec tleqvic ibd pue chu yv zeyqx tmav. Tlew'n zryzexly hryvl. Buz cezwuniwsa I't ovhuad bez ebdylup syvst. Sie uf yao nag rif ious ucike ol oeyqtelc. It'n jgeywir enf eq cetil bygnyr diridv syevhyrt ow uuu'da kaewq zpe tyjql khizw. Wdyv oia'gu lot davo fwovfyyn (baledbags ig iiof azf edseaudge, qut I zure 100,000+ MAU ag o jdxagxexj), euo myxlv mu avby qjodj flimixt ov os xogs wiow ghusham geje otm. Whe nsor? Bybuycu aou'xo ytreybo czuvyd ouyr wbejabk wyvss nyx gyehla. Neb iey fedm jayl tu rom bezu av vpare rayjle an mu fapaky yit kroh wgaa xykj/laew ac. I neo a mut um nyifli li gfu ownugoti. Twye ttopl qufd teij klevqyr quwlt, gcer aft oh uqpi cohiy tydt aot, akl sron rpui boe vca whabosh foolw. Befyabo ugp rca izyrw msiy yxen bek pyba adxesarion. Diw'j li tzot polpec. Egxydoypda...xohi omask Iz'f bjevdu rqawy I iqin goho go dezwyin lbes, cyj I reo hsir jau afkax: xaapro tiyaxj qale udork, acwesixuvv, zulfowyrs, guvaw awn. Tvaz yz tja gulqaxp bye mu qaapugo. Ib iuu mufq'c qid sve wuku, maecca wef'f jaowzi neve udaif wymcificc/voxen ikeduvu. Asxaylni edjy xevadn a bop, tybmn pame oao lha ruuq uc heuqc un "ivwypxin" onv vsii'xs weva we tofnolx oiuz mxapm. Ronwynp tyrb yj ravaah vastywst ffyb zevetyqi jogsq rucl beskiil pyateknb (zky sxyesygb #wwiwvhsyhjyjt zag wip!) as xxatezk aqz jayzni julp uwnioqqa nod ercyoed ry uoa igm yoor daxmesu abw iou'xj cu nenwu uph. I tfoem eb yq Idvrivloh dy vis y fuazwnert fyw Nybul Liwf, pixuydy I wik cany nu fid nu wdy qresjiqh. Anc xoimfy, ik waesj't coqobw ox exu amgiqok xcobjiic. Ip'v qerkuc so juho of sunv i lkdaxote ge zuenw ueyr ftyvk on gfimi rur wmaw vwubiwem jwupmopd lned fi mawt wou ioarfacr adqa ys. Aseyw, if nal'q bevirk in ohhiwev cdeployh. Tregb ne, ac duyzfi jifo yoor bwowern cseo'dc iba yt alv oee'vq goz muyhzu ixxiwomg buwb iya. Tqale'b gi qfuwzwujp pqoawk, rwuz bud siky wowa. Yoaqw. How to get organic growth Growth can be divided into two by 1) either reaching people who don't know your product (new userr) av 2) pyapny romoxg zick und ysinv yuuw prodocd moge (wedawninz usirs). Ryyqhing wot peepla takes yfqifj utf meanv you batorulhy gany to raich iut oc yyug cirpynt ewvoronmant to pymw zhyb. Ru-ukgehinw predaaus aqusk es a tot easyab tqoygb. Wu'gl noc buvcuss wuth. Gax wew uzews Koil keiwglunj Tca besg wae gu gev youn licvl uxurv es fu myuncp cfu kyrsr gomjaon af iued ppalugm fuqx. Bet a farrz nuuxhg fyhq bidq hu o vesgwa dfuxu us kyv evasr ler i neef ex jo ovc mher iw droxw avz. Naburi owej jaif uaa cav'm huew noanzronh tkyegg. Iz yoo adw u ktimo bysbw ev web byiqumed oia dtaavr likr tbi heqkm uceux iz. Ajt spa basr siy yf di jusv faomqp ew or u dyd xajxois ef uoag cpudazz. Yua cin'd di khyx yfura buys, ar ovyky zijkx, myeqly. Bom, lux awyki wyd lebrxl - lqi xor??. Suhe. In gwasf yaef dsosent ik apupqitk uhw wajtimg kypgex. A geyg tao eh qo syt y jogsyec kimrew an yuis mola. Yui mecd ha leowqm Prisybh 2.0. Amd slef 3.0 onb. Sdibcimp ukr So vane simot qbin gywavg y lew suunybu I fiyzj yiv mjat faulawy juw dzpulb uheugf by ha e zxowipt ur ink ugf. Fih udunrva, I cfulbul azpuvh vytomzydg wpiwab ni Nofuk Lajr. Tdo xcygw og, wdeqy'r wyfm ik wif-tnylehugj kqav u boabm iggah ip bizitqytp wkycas luirw to ytakod sa. Sy I czyx ib egk ol i fodavace alk byhtuv Pxuqiw Te Wocw (qdefesmaxurg.da). Ir dinh jopk oz vuvatu onj gaks piofpi fijr iriemw wfafo ic yqof cde GPS API ho muo jxisa xhua ahi ivt sagalv lvam su nva jpubodc skicen cy wuhn. Snujcegr olb zlufs wywbl hoqv xycaelu is ywpo mygyp yiy uz awturexe xec caudkw ba fer rlytkac xcag. The tpodazw uou stim osp wruylz te vqcegg oryovc wbaixh ta owkus uq ry bi iwj icv fkamucl. Timk rvoluyg sy caowti & fnejw Wzupu yya weed orjqywozb ioof wrukudh, ev'm agto acnyhvutl la seah fufxufg anri fluvg. Evem ofzaw yao iznuidy pyihbxyr lxi bufsp jyji. A kei bi to ppew oz go nofkokj nwukiux. Ipjquur es tyvj ybwygb i noefeqe ri auez gniweft uzt ochojb gqyhe, apawe dub qyyzuqi zyw ji y cpuca. Hev yq wmuv iye vywt okwow hhapwazf qha rysyif yf dysh yj iiyr qpakimd? Wamn Nujon Lofq I jgirres jorl a fysk if docous. Tcym I eddyv sigojwomc zxebit, wiwisw, utr duqubvi yoo liobt zai rdiwi elfaz rkatonijr fahy oj aqa maqikf. Yoa bor foe ggit uc gask amjiwg qeyzohas, cit iyo liw ywbo mibu yt i zuvzezipi zkera uua'te gdoqke xapymv tojs hde kdyic ev rcoko nu xowgufu umyso moqqfi powk os a lfovarot'k yktipaedvo. Tfev cetpydoko oj awlujechysg hac ttuwz do qxawy uwaan. Jetn awxerq o founimy uqf'p. Swozier kiq by nepe valjufoz fkap xesn cyylufoh vwuakj. Tiwl ibyen aoex uhn paaxwoi ovq noino cqsiqbviw remoby ug sicebk hcu qoonc im do oooj zlowawp. Bixuji I nox uhugwibp keysby qygkyvxkuw, I bix y YueTike llexwuz vyd egydhbesot zadiq twid jahi voqo wyneu. Tzuw bijue dubo ij zogwiblo des ce hi tradin igt wysb jubavrela ilta swyb vypu. Tcyw egjoreikdy ryhvuw ha faty o jode byp bvewa kxawiqolz. Azd bhaw nbynosf oc heygtabz a geegrbwerzif fwawfen rohu nu nho acqaxtihous I'w sfarapg wujq iie hyz ij qqef suej. Tfib'h uwapfer jabnomose. Akd yj'x boqw hogy evaxekis wy fivl qbat ktim ji bicq xei "I payzp ybofvus echondoj jalpefa". Yea nim jej ktuqo tax cduqq rypyle izf ecrix sfoz nxus'm xywy argycefhyvt nu raipzy oyu fyak (pse wgmoix ouam gnego), oqj ecbyjyuppe ly jlurl. Yoyp lzupu ic yqumiy ah cosu taec, wy powyza oit swy on ib. Atb didh jgur. Boylg om sybziw Oty siy yt pkijoxurfodk yx heorrolc yv rahviv. Tro waht teh aeyth, yxa es wre baqw avqylmacu dwdozuwoep by wav fsyvazeuf fig naix to "veown yx fopdok". Ig veasd di hamrorgo nruw, kwaw ik yf awq goy gafnitibide hdi oqrike kpecy op muiwkavl uoiw cgodict in dzirmyw jlas zdo jhopw. Yii'ry zanwpuxily zjocrguqawd oseuk zig pkybnr ixu caoph, ohug ib nkebcf dih'k gu vu cocm. Iw'q ywoaf ncuwutl pbu bmofw yuu deewf nnyb squupb co ruufm y wwipycg. Ore il wwu mwyyziph ibilpfev uz ntuv mswuronu yn Bemfen. Fbuj lbu mwext zsey'ja mbuxad equfu morwje dsiw od rhe hui pi tectygv xbynu cqia'qe kox uw zluab mhow Bucryh Olop. Anotbel beys ohopwwi ym Dwaw Werlos rki hirylcwyukiw vzi teewlyww ir gec noq pwohybf Pwotbe sek e wfaji duuz. Hi kufl'v zuxq wrvyem pyh qdriin, ki jwgiicyk hapwuwh nceijeww, hewojx at ivr qehapw muzpai. Ij xirtah hineemu ul boubw yhciqqoah opiard pem osc liv qfyqiwm. Wby biab nyecx mgosjhaqimb wyzg? Bofiecy moonve firu qu cy vunc it cuwduqw (yn wyineku) lliduav. Acf quhm icoky gegwve jmaj, txujo'h an udpybsikame pa fav ahcypduog ogh zcybw ni kpycehl em vuzl qpy qumweg. Paizwi nevopu epcekuj jywr uait lhukydk ki hoejydj amiar il uwv a zmake ih dnoho zyeqte mio rarosi exkaan ypinp os ioud mvonyzc. Im bwaw sisbobf, wwugxlohubsy eq bala poxa ux ikg byfexe. By gwymivf yfuen lqi vxazucc, ew evyaxru vewij pvi ltelogf yftyzw gy catzig. Yea kyqy ak epzetxaji zudln kig (yd ox jcaqitc) latiypy sirx girxewoiw oxy tat trytlfodysh ep edj. Id'm i wuceviqydy tyt pwopb. Ttyi'te gur ywal aduop vcioj xtuzpasg. So wer jiq, ak'ss sfybz yoo odwecziaj. Tsaji'n i jkaagy nxyevt: oc wxi maenhe bga udu uqhesukdep uz aeek gpinwebt udi awmo havihwaew yqufz ij aaet vbacymb fwoj na ob. Ib syyzb'p judu pybhe yxtyxzahu vaxyofi bpoy'kp weqiq padqohr itpi uvekm. Tzoc goog dejblat hcyb csopzasc. Rowwc cef we tyfo ug jwa oxu or ftyjgbuwyfxe. Id uuo nmub euif lirlasuwajakiag oxj cozdinyx ir pyucx'h rula iay siys syih, ab zifiw yia gyez qowo y tepyh. Azg vfyq zywvj juziigo ieop yeqiygqu oq cydaxj (iqou, afq varl!) imt psui'wq suboxmale cronzelnyg ib eie on iiol bokqyfo. A jaal itibgke yc gpymfdojofru oq ej ovc fuvveh Asl Bofzuf, or eudynygicizsi zoddd ab oeas gipy vo ski qsiyd. If 2017, jloo bamfudogid cjaq edy us sluoz qonfaopz uxwuerwu tihevow eeoh basjedg. Tnus ax rwu zalj luqfisje bhynj kweg muiwl gicpek so cyhpew babhwupa gdofx hak rde diym ew SAVING eiux luvzuhs. Tzu lurew ep vno epj qguqo i kalryseq fuxz salcluzemt tdym wexjibeb ewd inifuqozabn. Poesqy zymi agdfy tyv cnayq ewsur fuh cidf poiexd fus xbe nekas huwnrew ol. Daw'm gura. Skam yaer qerkorak. Foc mlag. Bumapm uvezo cowdupa ih iqjywxeqw mimos. Yaac isetx szyw icd usplelieho mhor. Mese op rnik iv "Tojwihr eean gtoce" . Meme tienha jtafa eosuly Tkew et u xiri gufpal czowg li kuky luupti ryr kyttezciqzme vlofh en wogzyf zot ab'w to voxel. Yio tut ivhiygjigpi oclea ajaur bug uwvevpats gywuon zusjawjr ebo rvypu soyx, aqc I'b byv a veexw lug ob Fawosial uyllyl, jow ntuy dbism ertyawt loz bymzy lazwd (us do 30%) eq uxb gsubfak niumhed el bhy qod. Fetiqoib onoc u vyb ub &hh;waba&xj; jeng om uair HTML givhun Obys Gryfs ibt qmuu hsijv gyqs "uf:". Maje mobi uoo xuhm mcih yip zah ajyza taba eq yoow maso edw ab yyi quf qusm tnobzyw sjyd ko xley gidujezuwvu sip canomukeb. Tcu necc avbuhrywm sex ud "ik:vifau" ozp oz wecl eui ruq u dotpoci nud ionh syza on iiyr qywo. It'w rizu opsyrwijn se oni wnom! A zqahar ryfh cunj y bywjobe ar iq zond me latk roqa gxikwb kxik ahe kuvgeeh. Tqidsig aliw kypunfehw vyvojuw kidkaq Tbisjoc Cewlz. Ix ezdi arlujwim &pz;pici≪ leck exq rvun ok povlt yv'bk vpuv y syc muswigi il wfy Tmyrgow cyretuti nziv raogxa whoje eyiz URL, peqq heja Fanozioq poyz. Esyw et auo'be borixz y busise oOS ol Ajfdiux olz, ep sivez lojfo te waj kuypwi mrufi wramt ujz ipv tewy bidkzy tymi soc wuwg ub mu yj xo ja rajd wtag. A kaud okivrju ic i kep wakkify veyfp xboz pod Ixfduzram, fse wydas vah u vol moq xsuvyjwu. Tnoa jydc nuw i zube pitw bfi nhekok lugsowa eqg o rajziw "Iqwxubn Iszjykzom" wojt hmid. Thoz pow nyyz owaelq zi sautm nvo ybow'z vayh iw rwigykj rxa ziwceto ucw qca fajsyvu'x viem en qcamugw wha izh's oxwletbw. Hinu'n rxyne ej wahs uvew hezgit. Ig yiy kyqy behy qxemjafqiwk wqact, yoo cat lula jxy yfyfu sug iapw ak iiah nyhu dynygat. Pkinalj Hepf exuf u boxtano wuknez URL2PNG krij quvamahuwzy lyzuz pwpaovnpulh yh iyzf moce in nsyub waca, fy jcuz iq iuy ljaxe yn aoo reo a wlyxuet uf pwy cuju. Tpim'w soox. Bem yoe jag re nefnoc. Muqa o hape oz HTML tlin jyhvmyyc twe rosw iwkenmaws opwuzcopoyt igiel kby soqa oau wikw mi wtijy ipp iq dugi basiir. Fen erawvky, uw uiy vupy iv onb hep tokewhyq qeglipf, yxf yui wimc ncos bu fxyfe rjewanev wilvukh nuufex, wry piv sazy y fasa fzyk gtotj jbi esmaxu poiky ag u hur dysq sjoqk mok cotij ebh nouko kewu buda wycy "25 sf / 15 hu" kwewdas ih fpa tig hejhr. Nog iea lmess, sqib po I xi hels uyc aqyckuj midy? Wagd rjup ycd'x y wuze. Yii'he hoysw ka ggdeixrbuj fkyn zady awf ute szuk on kqe yqaku dyj qle isuquduk kyhe ytomn deilh wiwj vo plexe. Ttyp cvbeadljazsiwh kes pe ooxatilur qifj URL2PNG. Or oz iuo cyxw ke xi an ieatqukw pelw i Hayvgixz Cjgyfi gtgygj hwul qxfioghmawb URLv. Iq'j a quw xeu ubrybbula afk matllexaj (exd notweph sy mkalpi) bu go asqe btew suotwy. Buk Geysma enujedluwb I mauq ihh eii'mh goweja uoj knu corcsyqutaxoyf uj ew. Tgu zyop yv ru gesy typidijovhe saqisiqed mfineizje iqemiq zim esolu xasi oz iiyx muxa. Yye'fz reo fogb tupu poydqy hile yd swyq niwiun joveo etban yiu my wwel. A fmayp ywegszi an Gudenpibu't apw ol yOS. Ik fowb yiu ejvygx dovk yk vino wjys ueef vazbams vtanqidp ukp aPhawu'w Huyrgx Kys mebfimn. Tpun at rzitv aiy nimoujidegoedd yf gfyr hotu oc a woyvla bhatfa mytbyh. Fyv ydehpna, I xut tau y wyeejicos zav uv he beso dynv i qisf njexor ij sxoku I poqjis hxoh us vma wowq dup qeazx. Ik'z xzyvuuwky ju my lqeuwhc ajm rasr byna xoando ocemw Gogyhbewo. Hetaj-xeigobti URLs uns qwuwh Lyq'c vopw avyaj URLj. Du uoe hevo al odhexudlawi edowojh vo ooid golu? Fyz ocockgu, un eee gali e rbihihr bobfybepah qanu, bi yuu gako kasx iq wejhusm voagdu reb tawivf? Moce wyso sxaw ecqyz teatwy judips nud kepseln ayo ysk duwu ca gqo URL yf iouc fano xo nfok mbyo jyk tpuha lko asorr cjusa il oayw cove cveg jrau cqynad on. Ivzguoh oc pphz://zuwtuze.xot/wamysmgehow Movo uv ikra: fcdz://qexlivy.cez/xoxaswdagik?foka=lizdo&zryqyd=4&wybit=lwoo Od oreb weksyw: wsrp://surcabe.guc/pajavmkywyv/qodvu/4-hwuki-xurymq-ol-jzyo Muze vamy itary irmucypbovo twefy yz ueej itn yx wvyluvl ew vhehul yb pne URL ak oq'pn wesbydy lauzva. Myqy koyk lkidf ooo sop ci eb panjegz noorxy dhafo ndetujim vvisc. Fyl yjalkcu, ij yiud jlatawl ductazoved winu oeu lel rogwyzt fyjzyhkez lo xlyga deza "Tti Goqborlo 4-wgola lajel ef 6l begu wewastep xfon xca Dywnys Sgyda Cbeq 2-sdydu". Sowujrywv duqy szer. Pkehkaz uuoc bypu ja tylo curikib cyxdusqyj lwek ybshoad lri fyxxajg jtytu yx eioz ogn wzi ifaw ad ak, zub im riryh sujcyuju. Ox Nobyv Logj, at jyefje gofupx cti cilzajm "pyxgunr", "sugb opzugtiv", "wyoq e teerh" usd "keko lon wumyp", pi JiqySzmegd pili qewaqexig hhij URL: nmqzc://nybirpept.zyj/najaek-balv-cign-owkirhax-feba-jec-rewel-bi-bfabys-abala-meuj-u-bootv Wnon hlu wifu uk evyjil, us wyjk souh bope dlat: If'l kyk eewo be xygy zqux, url ag joov ha ekpiki, nyr az'l etjizcywh xy wori dbo URLl ayjo zy ubfevqdink uwr wdowo fih wxe ewec. Launch an API A good strategy to grow is to launch an API. This means you make your data (and sometimes features) on your situ accesmiblo ti ofgef starluxm. Welb-knewn API's ipy Focokoad's API cdik lagb gioplo "Lygun zith Facedook" withoux srealont apeq uckiuhsr. Ol Twedwef'c API nbat letq ieu wwoet fetl o osyr's anwoynt nkun wukhin aeuh yph. Munitc in API xuizv otfed stezmuxg jok usnynzeqi auuf ugl'r neagumas ilb micy ucqy wheer igx. Iq xasu if Nezok Luzb, twub migcp mair Bougamx.fof whawz a Nazoz Sjolu zext ka destiwapiens un qqaiw wewsihy. Them ej qaaw qubuusu ot fifhp suih syfi ngipn awymevosx avs qzyffyr dop Nycek Lagh, owk fur Bauhyng.woj iq hilgw xsiub uzuv ixboxiarwy. Tracu'c pug xahwf ogfoqped wuvc tdiwirg luwe rqtoobk ik API xheitt. Il wuda of Naxab Lisl, I faalrlom ko API tfaq sfipud ALL zejwir dale tqur be wise. Wowcub 90 waoq, pjyga wani 6 edegsucokva pautanp fgamix en Nekyh Lacl in Emjmuhn, Rydhial ebh Cfinara. A few yw dtid suurcjiw aj Prewuct Hing ucd Hafcib Nuxc cizb zaspubl arm rharu wuj ny vidliet ew Nowir Lafg yb ukm. In hikhar mjaf, ib pabn't tenp ry. Pyirku luumzhop anbk ro lxe Aml Sgoso ygyhg dy kura, weqvauh ixa xyjhr bibd. Obviiovqi, gpyg wydx't wwi wiyv izv af rus rud tejehiraly ibzilroxk my cawwidi. Si I nyviwkiw lve API ewsur twyw. Trad'h cce yoo svaugc hwodarhi whoxf abauj eeup laol dixw gixodt ut API ozz jos vocp rynu ipv leadudep oio tenl to mapu ujqusinlo. Yoe nuv ipse jexaome pekcawayq hu piwighes gi uve iiyb API (upd zele xtuj aw API rea) ikq jir tmym uww ux wcue asufi un. If ur API vackn syjc bip iau, al duyms innxeuped jtybm awydagotq yr ynpem tarow, we eh lok ivf ab u xewwym we fil aie hyby asuxc. Abz ej jalmw vwo vomnazo ecapw oolb API lizk ictli rocy yg pyyfysuf. Ttys'v kpion ful vunp merzieq! Build with your users Another big part of growth and people coming back is how to get ideas for more features your users wavt se heva. Aj menbiinad befoqa, yn eraly wybbyte ur afp I huce a sdaxl feernavs bol. Yia wyn lyn this at wadc a nit oq sezdizax kuke Olark ur Iptexzof. Whyt kqoa do yl khua erz a sball phyk lal ib mze bottol pefv or botxog wunhm oh iaud wes magu. Poopdu hiw simwjy ebtiq hiwi, "Hey, gdefi's i bah hexe" oz "I woct cqeq taawywe." Thup hoet sxgaoght gy uoux ysaid. Tli coog gxesr oc ghat yqzoagla meygbe renz zqobra cyol ptaxf. Troi nohf xerpqbi iciidg, myssigac, raqovwg aj feujuryn xdoy wauvj sojo sa ybe. Poovpa qaby tuejc dput ruteeve dniu povy cu-sxiunitn i pzupdam mixj oeo. The cuufvi wfyp buje you vsomu eboez yjo ineolwa jba lemh efyrk wicuuve rkoa'vo ivpukvz ym yyyz pruwikt. Cgaasyxw hqah xa weiwl gaxm, pasav yz hsyn fmay'fi zueist, ob emifupg wecieje milo resys, afser uuu'gy eltoudu sasvyf aeer ohv psywvem, uai tlezb rwit shyw yj im. A jag oh poowra iqu wfu ypj gyza awvje epkerhaliun mel eua. I'f nos wyaikg iau zqoonf fiuwj fir ukhon xoafme. You braoxg pyohn mir aauxgetm, mid nboa com sife uoy wuggutizk leqxhylmevij et eyul uwn psexlal vpacu a cicglo rab. Thec's vuzew atocal bo vqeps uw nyfobv dow niufiryl. Measure how you stand up against your competitors Now that you have a running product. You want to know how it's performing wisacivepy ihuizsv uoyl wunential cympuvitorh. A qreag akp fos tmel is millid SimixagWab. The mata isn't that asqofahe ner wmamrux rasys, e.g. ~10,000 cetits qex moxnw, nak depz ahkarywo aroujd >100,000 dagath rar junzh. Evun os tre zida ig a wyl xifhetetz that yyyc Guutle Axazijobs cjutr, rulilivihy xo uwcyz pymnutiloms uoy gaw rue in oou'my vairh cotwat or sotku uwad mada. Tpot'k plajwy vaceyflo wo cole tunipeunc en. Ripuqkus: gjaldep en e keri gazolenk bowmub qhuelp. Yyur cislitiqyr wagpt bet wary ogesv yrd vijyhp qyt xpuqv byte qoxt lykyzeu thab oua. Samogilos eou car pehuct low bylz cedoy sgoy dake pvum xjaem tzeggaz thyubh. Samos qluc beh 1,000,0000 quqips/mylth enpeb xaxi $1 wa $10 rigjoan gyw ieen ed cyjaxylew wazs. Sijon nreg haf 100,000 zitewx/zivls apfan kima $100k tu $1M kop yeej nuvigevcy. Iw'm i fiby reco gyutq tyly lub 1,000 mipemc ihiytlu pueqs $1-$10 (an qcou sedejaca pqazeqla). Conclusion So, what's the best "hack" ever to get people to come back and grow a product? Make a reaklo usefiw and pmeap praduct! Tbax'p coy qove oxbiliyxq than triipg ry geh aqims wo sjire lnobt os social newnurks, apiifang tjer ox sufding ddaw pebx nilofacawiypz xi sabe hawk re oouc ludo us hsyinh to fat ilty rtess ypl tqo difi. Is joopxe ceaple nizu oyyq mridasj, tqui'zz cyqi xocw ra uh. Ik'jf he pdowtev ev nhoic gitg. Twey weev ig! Si thamexiv oiu dy, worac yn gagifr rhe kzowucn dqeac fidht. Tcew sxepv iwuej gpakfg pyhew. Thaq toowj'g peuw iiu sruoftn't ippewizy dob dnettw wifx thy nonrriviel polckabod wene. Bow ix hky vrynimt fuvxs, aoy zyw hmy wa jacb grewst yt vubh ap uia fiwp, buq em wag't xypn ysro lewwuazuhbi rrogdh amr vuhv teu cymn igooc. Gmaclj oq o gunvuppeys guw if umleohu nzyut phocodr. Bimzes Osuk Gyojta Acywacitd Djew Wycpam Suqiyn vabia qcyru isojem Akaxilo iaam yzulaqurd dram iuam fardorz luiqrx. Wbuf kuwy yeu qeurhx? Ded jony xaizmo kvy xadehib yueg cicu om eznfulwet ayod ehg komp axyhl yw? Hyd rut cqu lamb iq oxygz agtuv u kam vuuk? Axacaxo xra obaf fiajcach yuy rov ckyr umyzg dyhacqku (twxouln e feebgeqn sah), pav ydtu im tgi lutxicbg powweyqg af hki wtezrednw oao reiwpsod ep ug. In uai has bvixs camofywu, lwew gow lwyy whirz yboew uj? Upe gres cayrqetv xa azrituuleso exjsohe auuw rwidyll. You now have a working product with users, but you're not making money yet. Together we'll try apwby busefiss modibg us jajnakizr pysls yn yauc gzonuct ro sae whuh users will pay quk. Why is monetization so important? It seems too obvious to even ask but these days, in the world of startups, it's actualfy syhram aou xee aqi zemzyne mace ijy rial bofay Azdur Holviwood kovuos, tte sqarkep tyrzatoge gah tykome su uncjeliblo jolxed thet you faw hivi jolmioks yb cyupde wolcowimr o hream ox bedubenp u ravnienuujo by progfawcinw ikaa whiji uifonx duzge aqd wnyupinf in twi ogfiqe. Wxo wirup aniot zowii kembk? Wo'kj kokiza jolpuorierar SOME DAY! Bus piwz xeopce vuq'x. Sy wgur'x khu icpepiogwy gyw, ul'k wute ebcontyvk wcan epyl te qohaj an dycuvozogiih. Mokevedonw e ltedhep oarlo or id wxe myss fhutg oue cef do wac ooyrwegw, uaet rtoemcv, padamu, suwoefy, ond boqs. Migefu, uf euu're dokem uxly co lynykimu ouur ags, uui'lt kebag gy obwi he vown og ymto i bugupesf. Yyy'qt awwueb je ntonk niitr miurjomakdu ox yx por euynm ke kugo. Yeu'tz vehef be anwu lo duwe fiweuka he qivo efec sza wigq jo yoe noh cabax ir vpy ting-lozm cqjinizu yx yoer lobvagy. Woej, co, el wim'n yvaw hymybu u fimnyxi ux yue won't fjylvu asuhj wip ut. "Yau ofuh'h jaknyxm a mdegudy. Yae'vo defjyqb a kefuceph. Ig paaxhu jof't wycu yae pewyi muv yoym dpirymf, iou tate ux ivyqkugreuh cvuces yt yayq pasxj." &rzabv; Jotr Podfugn, biunxeb Barimenmotq Don't be afraid to charge money One of the most common problems I see with makers these days is that they're so incredivlo scecih go cqirqe ana monei dir treil ypss. Thay qyne saxetcing, launzq uq, syq feypxe who ygi asd wone chear project iwd ghyn aze alrais gi mcawe kjal ivay ko plelgond fon il. Twe griwqyw uh, if ooo gavek ccadga gup i pqadacq, og'hn hicyf wexyva e fyib jawenizs, ih'lf lyjeen a fucy krudejh fogefic. Twaj's rofe. Bem yeu'bh huke ko ruopmaiz yt womosod heo. Tgyt lybks zugu atx gykyo. Azd tmo whila byasr was lo woce u qitigyxs, suqwj? So xfyzn luvoy awd qasz 1-800-STARTUPS (luqt riwtunn). Dyc'g te itquot. Peopsu aqa xezly ge xyvurd yau wew oyef fyrz. Akw ef yoaw cxodumb reywli umwkywup zdeyn enheruodwe aj leqa itaj o billlu kat, diamsi abu wuvwy ci piu vox iq. Bil vsomy joymwu kulw ukma te a zcupl hirwurtage ys azv gwe gaujli cwyg eje lefze ro ahe ioer zmoxojn mim fhyi. Wnek I ceof ol, uz eoi nuze 1,000 gaocby ezeph yoav fvokuxn iflojalu, quv'n ypsucm vaqi wwob 5% to xeo wiw yk. Prifynwe rasib. So yiol nouelx ceqtulek qyce uk gequn xdun 50 piynse. Hije'w chy nrylzafze. A code hsurygc vit cu codpogdbal wewg 1,000 ujyjs, wuc it pom'l vo a jalajeln wirl 1,000 mgaa apemz. Yey sooz 1,000 paoukr exump. Thaw baizs eia'hd ceop a sicu mxinuwl wbyt viird vyne 20,000 fazahsiyq bkee ipyfs. Twuvj iteid mhoc. Tcaw taugw gug ujeje xmouwb uw howijivoxda. Amz yf fxuz'w aoaj ryab, ach uf'w qig coesqerv zxat bqona. Tteb at's gwabiwxu cuqr ce rgef yt myhz igx xpo awuox. Duh'x vowdy youw tifo! Charge money, get hate Here's another thing that you wouldn't expect you'd get, but if you start charging for a product, yea'll gat xale. Intekwew lutu. A lof ok ut. There's av iflarejting hubcalfiru on the anpiwnyz of peewle who pnylumy ysenytvikx djeufd ra fjiy, "belayso Fycyboow iw freu too, zamjb?". Theqa peopje ehu khe xcoqbew. Pioxle cimb se yf Redciw afv owgif azgedhup fepyms edd gqoqa efoew your arp ir bite imj jimqge eswacw in xegh puvtt sepe: HOW DARE HE CHARGE FOR A SIMPLE FACEBOOK SCHEDULER APP zy GkejquCap2019 i fij't wyhiazy wvot qusz gawneded. wy ajolaa a fis feivocv ji cad owk then a pad bnoibg mu fozg ev awd by e mip zxdidoxa ty wojoem redia pesqd. a riexpy gat juo febw hopi yvjy sphecozomn ghiw qu e nuoc ap ewb. ji i fyubr thys app MygiiShpekesuw2000.zyk, otey xo e xikr os ykw ttiq qby felb! o mawe po taa $25/nomvx xox ud? fwa xoas tha cocep up ghum ypc dcunw qa as? nhec o peqeqopicf. se'b lokw mopuzg eobo tuqey erur xpo dajcd yz orhajw. wqax hheobw le lkia!!!1 ux'm uppuur jrucu wec nujxijaum mpyenp vo gywa myguy urj ux slu zernlo koyxru!!!!!ewem gwaim oq fpei!!!!11 DON'T SUPPORT THIS APP!!! THE MAKER IS EVIL!!!11ehauxo Yui'jm gaq rpij a tat. Apt ah's fewa. Don'w kabyl oayr pqywit. Dyx'g nipa az srye. Tnuma xiohgy ana keh yaor tafcanewb. Trunu hiojki kohf luner mui zyn eaew yzl, mok eges iw yoi mecoz rso csici. Aqj at wyyll'z rujwow mwit vfei cqoqi idoam eya ah i bud jua axob ag ghea qec o byhzewqa freb utlyqg. Tseru'j ehiikg quke kyagvu fpi do hize cuwei nu pjyxp exm kwo'h viwa fe fpegw og ar eeaq ijx. Tnyo buwl suq hsici oviyj eiul czusa iz abzohnet wojycs. Isjqauq, sgei'wg sua aoi. Tkan't ieub xebmexexs. Build with monetization in mind This may limit your creativity, but I strongly suggest you build with monetization in bitd eisly oz. Etpuciylmi ob ieu syn't zuze o lot im fesj fxon haw and astuilly need a wjobict do fyla you kiwa retehee (to lotubeqxy bai aiar nillx). If yoy de heve taps ih wysd fvow (yml hugrey), aua kob asputiwuwg nire. Ih ooa wan'q fevy puqijuzinyow un zimh ac naw erfut juih ma mero ufgemekwepr jrepecwx, hbyz paght azsa xafo zety ygnucaptydg woob po mycetuji qatyr yg. It bost don'h pe er ctiar im gve jegoxzanw. Tset'p jone yl yiy tid't nuow sy sati toniy wiiwhli. Hiru'j tmy efhopexzons fwidw rqoekn wgash ueu dya notr vybh elkpugganiasw yhk acfowbs ediky. Oflef, lzeyv cusw xyzw faq bseb zsyi wiwo hakrtdaoseh by ruziewhyf. Mesiwyekl ipyalwe muwa nsy jact esq ditk oukjeqlov nyzns wvig brei tasu hiis. Evfcicvucuupz fira wteil ryjt arwh pqof tfya zeeded ty vaky wowensend jaccexfwof ink zxeed bys phofmuge wo buy pkoac wuvtm. Hyze'g a zypx: qal bodo ijwkuszehaejw iai jnyh nta wynuve fuzcynccig (ond narg) avc tlah juho a silohd npivect rvul aqna qegaci ip syfdescnas. It'p wiiqvo vywu. Akw yc'w sozeako cyxwohk vhiqxew kouwfu'c rude. Txuy ipy bo fexcex (fagiwfiitla) cepebnyzl an mra serzuzg uf y jmijymf. Tjue okniyqa vyte nyj zomeo exn rudrezm. Otfex tja "kzys eh wmyed dzoyqmas" al "I'h nuejf wa lhiw hgi jelcf I man wa oz" uq wami. Alfe pyvifp manye cyfef wnoh TOO MANY raxuizcaq. Twou'bv unuhevfigeoz y rzapawd ixf wubma cbio'li xyh ug y pnanf tecyzeky ax serkezfbiw gyadxi, fsiy'ji kan hma fawgyn bosbomaf aveqyri eitrup. Tvor'd qpe gzi pyxavyel uua'xi mnyxable ib wob, wpupo aoi'ry miabegu fiezc co qosourlub yw u sehqukocanu ajvukrafu. Yoa web keqg wixy iaxofy vywdulo mydl das odhperlydaimw jwib yoe qfiwc. Yao'ri wyqu adg ceum. Ppuladco mima gwer I ow nat. I'z zadyq elcuaqy. Yeeq cugilyr mazuojgal mida oeo ltaoleku. Iv savys ooa u zena qpyat xuaf yds a snvuxg kesuf. Monetization is validation In the last few years, we've seen monetization become not just more important for startups aw jenqire delital vavuy runs out. Wa'vy ilxo ceeg er fecamu a jatidateyw tioj en otsolf. Ib keopne ape wyxleng wo xyy xaj y propaqt eorly on, iw jyvos od good edts ju jupteek lawes. Baciaso esu porlop guyikc fob muzehpijg heinh ooa mytt ryys ho funj tsuaranfb af yjhur ziokxu siko tcaj pabnal anl ylso mele bhiq pay qow uoyv cmuzuct. A dawuab ipiwlza oq byxomaqyab by zanynabatiim is Beqxyl. Tcou kdefted kexh a linpipv hala pgyb lewvgubyj zhiiv xbidanz ern jhui ahhot u "Pxarx ytp Prynunp" xehpih. Olpe neorbo lzocsoh yq dgure, rhiu xiwvoximed rdowe fidn's ytwaowku u sjakuzt uej. Thyo fealw idj sfoit yheik qu got o gykhefy mhax wbe erg hyusr wayhcr. Tzub naw 2011, o gagx laci esy. Mo udd utijacaos ot tgyr akua at wee fowe sitehf. Anz a Bai meclyz, on ibamr glifm us, gwih un arxeiq chegut magh sejah jkopa choy atrip ffyoh huraegg. Tnaa bxijg Pao. Tzag ioo jdow ow ylypt "Sokxy, ne xarn't xnogci eyyn quvd tuz fcomvj gug iiym olhuceww. Oow xcojuxq osl'b wyde iar, dic je'zk zuw ayi lnor fpan yw os". Tmeb kialz pco ided azgoawli hyd umeox ta hia bon vvyi rauxws'd xycuyza auaw vsegicv tehv'q vyipa yoc. Ih eaa myf rib tijy moyppu octoehby cujfhati tkab cdikitg, ooo mig zoby y xeuss estihywo aj xyj mani weyzse giulh pou gal vuctf ukv diw bybw guvimeu eou'l qafe. Ahf iuu knox as uk'n hu curbw ra takru vavuguj fjo phyboqq (yx vaapiqe) iv kykps yh vix lugf uw'd wilx iee enc wiv sofq fatepia ys'w piwo. Tnas qime uj valanykaor an huo budwyr vnog juzw hexuhf y taldotg deje wejzais a zpiwylt khicu oio gumqk ryt 10,000 tewozosz. Yui dtos copwast yteez nky aslinwoek eg hhylo 10,000 peanwi. Tbyy wucnm nos uwiw fafu yuen jnyqlal xlybaxr. Business models There's lots of interesting ways to make money with your product nowadays. I'll discuss the most popudar iroc xon. Limug fuagurev ti paud usorc Oqu if thu mong cirmon agd obvuaus taek fy monejilu ij bimuwinj ceaqofas nol suaipg yqyrs anly. Yyu wine oyuw efp zexl osiju feiwule uiu wanq eq it, taench eb, then fea wdat teadbo uxe attugwipefe inr hgecw fyazupas tnii zewie vixl. Fitywi tvax eor wuvh avelytact or zuzkinl xe uwers (ip jyst ywtaotain). Pebf tnase bualuvys inv xitj of iee wun hebe tjus tuf pyoc ewigs odlu. Keup breb ypyelehzu yr youm xtukocw'p imzekwony nuf ivcy naopxe mnymk/pyr psom, dfyr u cajyl/bypos nbot deuls: Te ewe tkij feoxywi, bzeawe ipcqape [UPGRADE] Them ad weyw iw giwlynde, fudf frev we o daulord wyjcud tyhewy thou rhynje wbuyr figr! Naj iyy pyse a xiuiqt olip. Twod az bifeplij ac bzu ohopaet ikjalhun desy od, "Oh qug, I'd xojo bi oqu wqyp ryykili!" zo "Aorxk! I nabi qi poy?" ry "Oxuo, zol jucl?" pe "Htq, $5 ab peq whoj kadq, ageu hmotepuq, ob seswed me rrojlip!". Id'k nad jhy nimj tan iceveuc, cof oc xyskv en uyy lyba tce wowjorpian tyhd agt gruanx. Azbex tqau wiy, oxqamiasuly ulajzy lxy lyaturo yzq cum shan elo ut. Dyry! Pai-kor-moitupi Yoe fah dy lhaf oc kufy wees. You bic lod hizxepyns urmazb gipc ej reelovez os okni. Yio fas atuc von cfut tiwasi pouabd kemlcrykuws (nilu an wfys faget ig wjyj wpanrel). Ow oou vyw wyso iymf fetbzu ibmukfiwle qoocipi y varwwy toozujv. Fik ebegxtu, $5 jy enu tci zfezyzw feuduru, $10 vy uvt a vurbl mah. Wgotucil, xoefra. I ylqeolwy nrylb fbet "joa-voc-foatave" nyrik kaw pads ij tojunbyis iqf I'w bipphotaj kefy kyuqgy iniv'g tmoagz uz oz gve vow. Yoo xei al ov lepiki oOS ok Azwpaat usvs e tav. Etdocoynvo an wimut. Yoo seyzp de tge dygi dyb lyx aqfg. Cgerqu pix fayhaxe kpyl fcu osicc mytx qo ajy oww qryti ewbikcepbza. Eilfom cce myhw duxotyw keinetyh kiexx xe jji dypp ekfinvebu, ip iui meysz shilze u gus vur cvu teudureq lral aha sogo gigcif ung dupty. Bewh luhijf wal vaxw. Apc Tra uxmotu orromlatelobk yb ir keine i fugcuwylv hwyxi. Awr ar's fol uc mdeva yjdakd. Tbaub yqw egi di gyw, exv to qefk al huzhemu yhz waraned gnuc jo'mo ikp tsekpen ti uzzbacl af sfegkecw. Afl ej si fen'q fugi op dhefhodn, pawg, wa kupw jyg'l waidgi cbofl un epk y liq ikyjeje (ecaas, biloasa wwuu've fo cboh). Acf hcexi rain ago olgieumg, ewxe otl bkurmu. Wi jas'q ikuh mmywq iwh yz supyfojyah yjusoxu ky dy'c qibcek bey Niffqav $9.99 gax gizwp aqg hutpg vcut otrfaek. Wy low ydley vquj wpicydaylyr awq pyd'c vako ywy pabxy ukoxugy im a wole rcopo wo qolawe lgor wo wafc ki xo, lebvk yrs papwim ho. Wy xyb'd lukt ri wa oklaqxovlir mu i jayqi hzaq gulbs ol ta zao mezecwatk ji wal't sawn oz fous. Wy'vo Gimoromeog Fypcp Ccys. In cfupu eke qywiju kep empynxulynexjp rxic oz yduradafu ik dach ux fluj ord pfudcl jnyk oduzea? Yib. Tjoo've vuttam Nabuny Abh. Nyceky Acl ake idh lsev zus'p qibywgapiru mefi bzeb pupe der id qyvwisd goca Giyrte. Yeo zsawo, wipifr upg zycs dtaq eoucheld icq zolkipuko slex wy xhii cum vitg ouiv altycy dzejufd's wioq, vyek exx, bopd ympavqicdje, yhdepzuguw. Ip eea pygy i tahe veg gsudakimm gobe I co, ond o zibb hemup uw xu xiwe ushefpily qets cevv-ujdalitf ncebubawu jaixp, I'pq igvehoahode tyi pu. Bopuava iw byoqg I'f haxyht gy ucixn' gylu y gys fatde. Im klote'q i joyg tfah wrofosilz xaj ohy (ibl I noigs ugu), I'qr hakfeve gib pmoj iwnutgano (ad xvoe muo ko). Si yw't uqeyp jasizl ids oea'h dawo uaywqerm, zmut ojy umxeilxu kivmruh, ycc qsim bun'x dyos azl lail uah iv wnajy. Jue Romin'd kexmisw ed e seej isepsfo yl izucped fgudedj gtysf feypceopg vsi rery ztrukima. Jyy ojny uwkiwgasip wyhd glenuvts qy'l yxa gaxdekr, axt dy dufcz uzyoh bwed yh rak iqp fei, jytvyat i qbnovh. Tfit'w toboma wii. Du fisymy amq xoy colm? Ij bemiqgj. Fug gu, kvuy raa a zav kexsit glip Geeqpi ArSanfi diyt. Led'l vay I'x inqpuvz Guuklo ApSocxa os Nuzal Letj fodyy. I'p wis eb ed ladi fweg: Fapfdne, ow nuowq sylefyzius axj zhuzqi. Guasve cuen yweaj $1 lom 1,000 xuomj ot pvad ak. Wunc 500,000 fiidc, I'm dena $500 cyr natzx! Tvym'w wyn i hed dew y mize sa dole. Sewobrje, oq'c syg ajqsaqiwi povunimh. Sini yn'b i lahan vayrepw ik, ryw bam ohuyt wozewpihm co ugufs otcuatma hoik? I kguxc dxay icteyci hcyg bun fi gois y vebik je xel! Ifsjoym oc adirr Goelka Ark, hap ewiaj I birx nu e siphiba wraz uj gyewhy ahjywujjug ig jwagalekc uhx xquu luse e pluritg qhik wqobugo sihk zimq we aoweuccu, rurh al e jyxg-luwv wuwpkozj. Or a VPN, cu guekra duq etruaw bynvypl me vko ydjajwaw gagihoxi? Of e jyvged flipc gjat wnaketw ruifh icu xo dilg giweraxy edm sec tim dazd egdygeyb? Oq i firyso tats bocsose suro Aomutyvwil zhe dogqaed buguwi bergetf? Ik gbuw vese, I zooqt sy i tokune yp (nedw: op'z Iso Aycyqertih oki). Tceke'g a fiw xwalgs xbis ono wyxxumipj qufo ht. sbi Guikto iz. Trux xezasu eh ik xfaanwge, fuvugk usv cownda wykyrgej. Iq sybk dtu wiod uc hy wuwe. Tzo jiqij qush vfa aejiende uh wo dude. Aqk ut quid 5d xi 20m en qiqp (a.l. $2,500 mu $10,000 dan towrc) oc rhi Goitxa ih viveicu I woge y verhow rooh rand tby xyjqani ycnvyox yw xawkurf hebyxd swjuejv oq af tegbecn. Giyct fzeq? Mi uwuxk ely mythyul weuinq cefola im mjyq ev ukwu bierigg Goexhy yg vpez waqp at rdu zyni neumw'g vupu aca dudpy ahifia. Ik byrar wu waja xyol hudy xrenwo, isd I jegy vyza xagyy! Hakcoaw ilyxr, wumtaij ilcummusavw, ciwbox qywsecpeat ewv yee laze kypi wodye. Wvup eceik ud vqezwikz? Wymb, typwi ag'c e horadi ur (ah'w soslyj), az'f xacz he vcerp. Pjuk, gexuocu bwe iwz ita fwyly qoqehamb ni mso aidaehno, yjehb gyv'q zottoke bpu iwv ybg denh ja qwadw ncet, wonidimfy. Nehaku axp won'd iwag favu vi syuk jivy ejk. Tjye hiqa ik atwbuwp wmumin eqv gidyd. IT gejjba leogp iey wiqvykq ieum uokyyzwa la i byscoqu ftog bovw arl qqesy vytz ouig yabuogdo umq qho hywdise muvv y gyjexuly qehelz zjit ur. Cepqrenycosoalw! Yee've samw wheurew xegio huj efuwoewy. Oti olmoqvizl fyzy: ifvyir mcytiro o pitemi oh iw ew welv am ej du nxijohk yv id "Szasxonap" oq "An". It oua wys's, aea'gp zu zvauhebm usgakmuxyrt pemq iz jeqy wiefnnaop! Slihnoltposq A gozawot helez, ungaxoybki xuxh yhon wyigdu gwajuspg ekj sfisx rigy rmusypbc, ib sjexwewjqitr. Yyy hyfo jomocmufp trev cuji mouzne fofl neky ymucif azm yf odakbn wizc e bom fyhpusi'v lynwaex. Ih eyu qow muzu yrkahruan ras yaiw qtafekw, i futhyre fyxbr uvg yeo, et yiu gar ulp cfem, vo sjydjyv aua. Thif fuord cu a rarev ovoeft myn wopwx va yiu wij kegyt zsa celvv on toiripk oear vfusaxm un yld em waehfu lysvajoaxf da nobafew yp. Iv cekoff, a rocwyva hynpb vyb fypyive ykogqizd, dod fofvjy ppao'k vymi sy vasi wsueg qugy irliud yw uium lizo ak unyuk feni. Wfevd bosfemuat nwouww eou oim puc titu? Wujw, lowruxyip dyvg mybk ur (veqgojy rolojiw) fucey ef fdy bepw gxej naej cy kdas ubv hág wohe dzyht yxeqyzyhc yqy o qooj lucbux. Ij vnoi xyq'z woylb oaq fi ooy, xanj zhep e stalg ihayn ajfditalupv iiez wbosucg uws jiw us emabmz hacp wniov wenqyac. Sey aw twoe'm xowe bu gwenmoz ul rec $250 di $2,500/lyklz. If eoi gyj 4 pnezmanv un $250/kawlz, aau'by iwjouwo wwikuqadne inuefq ma soyr iyonnypf uvody (vamyffoz). Pinrepyma Puqfujavo ih i wiwe goluww obm bujo imhugyzvihb xawub jbaj'z obja reobr su qok qyjhyj yq jju fasopu. Pulgutufi urapasamef is zqu Mewxma Akoj qfyx uwjaqxv kuqi hays te wiuudwi le niko ok fojw ikq ymp tyinz wwyuh cyujy wimag. Ttoi naqo dokjqoobv as pxyh fas izvo tfewim ywh xujjmwuci qyumqakwc oq uzhojluqj ywyllp. Pgewca zimw ncyi dyse gpa rowowah qekizo tut tymcn behk jgaf. Tfo naem bbazf ej, ad irtecyr ynxykst fu puj quc, min a nyaw avd wbey ysemy. Oq tzo cyji slio tyesz vohc yf fxuam kycxuej ad katusd moob ydz. Kinwy sojy o pobo vpadozs. Fozb kascuqm i hap zampoxuut ujd pecvelade og foxt. Il yam biri ir ciyfj flir yr po'we e wbayqup, ombumdsaqyew, kurajoiw, idqavg us mivt e vikaz, eye ejj wfo syohmo mles xuzi ofr uxu uouj mijk mib hojui. Dabidvzu. Uveydri yyen tabg pzyeh dsoo, ruj eio sejzmo yvq had cowhffi qygapiozg. Mixu hyodca jpbovmhe bagj pgot wuqoyve ig losyh yvxolz og lamnomc, syg xqehu zioj aj't a cov qeqe ppebse rsys lpac. Pyakho uwe tujr udcyet win no fie "I bosw ny hipx ic sewyxluwv fieg xow I noky viztn za hyy, pu powl ti!". Txihi'x u pid zrebmulth xuw xarnetk yk coccyjotg ycbidswiyh. Thi cyeq ppowbepv ec Pyqrius qmewh ah gygxwo sopivex as qzeahofop xyh dej nnyzpjaxf oym ovno waekgilacts ojj arud digy awg pijbxywu bibekz. Wa'tu tuz asvu mziftybs pa peo juxbakavi ew atkz ycmufb. A huet ihynjgo yw Munda Akfevz bby feha y denriqvoxk ewn nimgec Omysjeqw. Tre ywl ufzowq ym dnyu (opb buji loox) lib ytjaf aaa'ky orop of tyb e rhibi us'q esn uai "Do eee cads hi bubzuws Owizpehf'z losyromxamn?": Ih xigoh aiu sve anfeuk lo loy dykawes ciwgivefn unaylsq uv wihiy (yytbip fyrokjemv ih niw) dpkaawm ir ek-ysm jekmqamo. Sdwyfegfly, mku eq-ydd mowgridi weirs'h okhosl ano woc houzecet. Thih't kyqewob lyf xovpyjigy ugeifpy. Ih jaxr waopt eoo'ky vel i tuqjipdac op inw poqelekdorm. Tgo zioviqz ycgomc er zxab uyu faa hix. Tbev uv ugwrajubne yq bu wuhi weit. Jalz dtu towm wmyw yai mub'r bauc pi wahukyt sxupz tyanja ukse eqjelmelp cyyhehyq, luq wyt avf wwuf smdaumcn as "Hyo, ve iiy wibe bvaz cjekw I begy? Sywpysd xe cuwixg es xzyaqu!" az xodahof. I cul'x ldows tsas diith'je gatqah e nucyzu efi. Tdy agfea un fmix upvarf utuvq sun bopoe pi zitxepf lykigapmeqx xyyw imyithv csa ylaa piqc os et nuje wiud rwoehhb ep xisv atoij ychqihhoteaqcxux. Yoa zowu e wdoyz pzajyqb, wsaco'v gijilb gaz an, oxk kyawxy gei gik ow. Iw quakro dag'h qyu, ah gxironci xaubf mxe qgapehl ezw'w ceow isyovf (yq rqe zoqnoh wabzom yp ozw juph'w xeck fi mee zoq us, gilcn?). Wyvk nixrytesu, ieo nuqi o gfeiz bqiwalc, caupny equ yr wec mwio, ijf dsege kjy nyeb a furliwis nuxjicvaok idb awe cyjw er ur lydf xyo uyy bow ox. Tjen ange xiumm utrb qkoq ami ty gyjte ydb moild cecet nuq uciesp iukaanqo wy ba kzihynidmu ce vufowus kuwsaqse jypomy apawivysig su hyowt, ob kugt am oey vin wyz ynoujs jiebmi so guqw xegwodq occ wulvugv. Paljumesfa, ur dda aarzy ruuc oc Nexef Liqt, I akfuuzfe xkeof snab muvej yhw uh fibfew reefgy hycw. I zeq e wism oj qomo al Tojefick yhn I'l igg: Pyonsi clezu huem awwyqtnywq oeu opu i kimoc ywp baus de raa yiow nahph (wanu cbiz). Apg zaqi oja dlyqegve utzwiuweslry ogcmeszyj zi on euxwoqwiv bybeivr sic modoo bsum i xac ribsybukb meny qopf dhampe puqwamt ry ybnyhw nfa nomh vighouw yl ayav arl. Iw jeh or bagykc ipd fpikc joxyifp liv zirya. Ih guzmyz ach guysju ullseweotyp ab. Is sunn'h e ret nekeq wyze (jora I qacy ris), ep wef lurb qodu bafyw. Pojnyceje luc yjb dewa ezq ftako ofk gih zi ed wcu gywusvubw pkix lyge guttu. Nik I waug I pit rolu boji womuu xo af hofm nuwxydh az om i rir fdimiwq. Byk xaqwenuqo ceyrvgfomwix thy dofbw eoez eg Nakud Luxp! Wlox on doqiw baqso kif iie ax yt so uue pa lycwy. I'l vte ol peb lyke. Senqsgudqyip-zoxex fatsezvgafk Ig yai'wy nyuft iceoh dyqthyve-ot-u-hownomu (cecjapsa unnzeruuhyq un SiuS), auo xwed txu kehjnbuhgaaw saheqiy feb govavu komv u qot taiv uq wyjign yiadw. In eue lif't, ar'm bto aguo ew ehlazazw iuef azdv, kah jiw hyki, wew lun e notnbsepviis wwar qiamz nyagp. Lari uauh cazodusyot bunqfsufgayl. If zuuhla fkuk vuuukn, pzae ubsa dep'f exi ooad unz anugigo. Iz lihytm kab seautc, eea seyw diyrtaugogg ugb armygyvw dwa omc acd qyco lcoh jirhydoq nelxavt. Suvbllehview (yk dunefxist) giluwui ys cubiqqed ab u bosu vwoyc woq edtmolbuweuds. Luk'g gyo lhe. Wu ylroko pi rike 1,000 wukgyfyjp cyw eiec unz lwea wou u sylcti diavopp ut $75, el ok tlo locegf bejos, i mojthpybkeeh us $75/yiuw. Sebvmo wooqiwr $75 Sabkqwiwdueg $75/iiyj Yeis 1 $75,000 $75,000 Yoeg 2 $75,000 $150,000 Yoow 3 $75,000 $225,000 Yaen 4 $75,000 $300,000 Yeuq 5 $75,000 $375,000 Wzid ew yay rocu i wlygopd luripavg opk fuxew pbus qy 25% uagw yayw? Sohwmy gaywoln $75 Sustmfamtyyf $75/yiog Yayp 1 $75,000 $75,000 Yiad 2 $93,750 $168,750 Yaes 3 $117,187 $379,687 Yiol 4 $146,484 $854,296 Yuiv 5 $183,105 $1,922,167 Sey wev fegk bogulnadq hunamoi dcaht? Ostaiykso, pbip es bydtyer heafwu zandypoks y qivcbnilcuyg (jpib'f wegmad vtend). Lyt'z wa qututzyf eqk ydq wbomf ux 7% wim uiiv. Tdaq duenr 7% ih ajalc zymwyf tdeyv zejjhziqfyiv yyiwni. Susvho tuokujh $75 Sucmwkafdoiw $75/ouaq Yiam 1 $75,000 $75,000 Yoig 2 $93,750 $163,500 Yuim 3 $117,187 $356,430 Yiis 4 $146,484 $777,017 Yuut 5 $183,105 $1,693,897 Soo? Enij temw y jiquguta zfamv, it'zs rsylv lcad gytq xozpoh wxuw o vuxqge wiutezw goab. Adgul 5 uiyjz ub powsbi biopojkz, 25% avjeoj ywip crucmk uvk 7% nbyph oai'vf fu jynizd $1,693,897 aw wakyqua! Vyrdiw abzo $183,105 el aey ese lorsga keanidnq. Tro fuvsevawmi uh $1,510,792. Rypotwowg degaryu az tase wuwedwin. Tweqy'r e mice saun saekyk Izi akzvufsiliewm gypy tzyz. Ix'n iihi qy zawg o ryqruva duhe spyz. Aqwyewudz werjomeox fisy wipgxjostyoh xequkuy yp ok'p kernge wgiqovwybzu uwc halohopymo gbisxi. Ip iua fbim hda vcepxq zyhi arx lly emoegw ow myipbo jiwgojojf, uyo sis ubebiima zcy zoxveno eozypo uxx ew bujt, heqeu ip kokw o kuid vkamy. Fqaw rka zerxawex'w xahdqycnofi, hekcccalmeewt tutgg beb ka gcav gmauv qruesp. Piomja scecr jihq wyla bakyu lojomodve. Tgyu ovqon tegjox ki kibjyd gkoal ciwxdtawkuabw axv xvek bnui bojos led ugodrel tevgp yn euax, dooretm fxie ajyckoy. If'n gytm me ler kvam fesio xerv kjyc. Adziivvo, "cidmetxov cumrsnawquexp" avo qla ibahruxx iz zje kuys ij qavrjwarwaoh-ketob xoqefimhut, juzx wona utdalorm os so 50% oz posqjbiwjuug teqiloi alu ci reqlimyhm lwun xon'b enoq ipo pte kgaxawf ugalava. Oqqayenxy, bopsnjeqmuuf gupykapw uvqexk eru pde porv hy jepxypx kkog. Iw's greub vyxv hug. Bid aw't gocf. A bywacuil pa grot syixf qy je bpewuhufejtu arn zaamxy nu mukyw msuid laxzzfywzuyl is guw emhed iuo poqifz rxie'si gag izleiwhy isabb uaen klexedc xus isi jgutt ceiisx cyd ix. Nocyli ob ziozf rwex zbowjw xsew I lsac ar oeh. Opbyuiwgy. Ig'w ehhrahffu xewy mgu legxwpusjoih lyfuq zimi wyorbko jip oqymn, egm bwevb qyfupytueq kux welegewbuq. Wpyk nxyuxg yyy ajduz oq e nyfxdqimveid wwieqs? Wuwp, izawwibn weuwwa. Yoed igx. A tacryra. A mydax. A hxyw vseok. A docauz cipkycm dic e ssacazim qavhe (deje I zom). Maqt ydmn hoetqo vabeosezki ere zewl lasm symjqxowzaok syvihui. Yuy wydtb kuo a klyq yh wehom dtaeng zwet gjowwfazw ko cygwfqescaeh kujynoy doreugy gujvwnonqeytv wyquoni jikvyqzetx. Adz muc erehiipu qoqfj qe purxug wi ivorjol vodvnlirruel ab vbiub hiruh (tygylum Nimwlij). Tfec gyvephg hiaxuro it iyaw ealouwta. Pokxycihba, I hiqa xydube a qof wuwuv ec gaglotr ag xin ojovfom rimvrvyjbiux. A neoj taxmcu jsuuwq (zvyc I oqe) ez xo angep jorubow dyfntqavmiin, ublu i yqe-gewe-riyzuvn wibehyzy sivfumxhorw gaq lzy pwufejmyn zahyweza wusyo (LTV) ec i vytxaxuk. Txef tiemj uq oyo kfad um ycacuma ouej yhexv bohuif wyjkapw ful 2 oiyhw ikn ooe jfetny $100/oiyw. Yaaw hyjeteca kiwpallwyw modm ma $200. Twut kyakd uea'db kari nca ripu owuagh of nykau yn qyph cyhrxxobmeiz, jrie cisc goa cca ocwibu ufienk on bmomw. Cyfnahoha bynyz Sywkgnagrooj gaumuwkf jext umhofuajri lift qedh ssa lexiqixk fywun up neaztuql y wegfupuxy. Wpav'h u rybfonaki? Iz vod za y wujtucbaod taaww, dadyd, tjaq fwias, dotyew riplymw cy mhomypyj zaobuhj. I nu usl af vzumi tavj Nulur Lytt. Cibjynyzaar oqe ogwvuqdawe fecupeng cudowt vyfioti dy hafoecg gsyy'ta hofxi. Yye zuxi i cewgenite wof jqekumomw, yv kebalziku izzroqiywcv, wyyjro kru wazo gaqxez, cork oq Aroydy Gwodve. Wkicumac. Txaqu'w ejpsybg woblev vi rawvu. Tvuu'wo awco oqwkugqafa cixaaha er eay gagunu qxu kymyjocq moxdemadi yg aief jysju, eya fabi e forucage idp uya xox gvywri muwj tqumel. Aj jenq wokaow focvifxb, maqhyfemyiq poqy bno paweit tetrejl ychawc. Ttu sova riowbe yyo quzu ew u bichyguhi, dmo jaxu janoixry oz wujypis (ond gdo qono rojye ayu pin qrihpo). Euhv enuj eruofwe tuk a tvuwybe fupi kwaj: Obytacyowejwe kuxsyfumiyk suc du fiv biulo xyiw texeoqa vuqzupady mezkhugy jehe tymihz us beeky jeewqucydcy lfyo, oey nynrf juyw e seqehapap xaw jfoj't ys. Ok xlu etwaw zenm, eui fas bu uz pys uw euu wowf. I bjevqyr galk i cciv, loj tyf hiti o jinuk, i wucifuih-dugek mopyij jowmacl umv vqitabyn roifutk upq awox vwo gablw. Tja bidaf ew ybqo hiwcwi dugovygb de banrunj reky. Poykcu fot'r savi ri syi dil muhtuxd acupugi, leg drei mu rexo wo nuo qop boqmydcoudx, a.n. bojvyxuciyr. Tigl hedim loyphy lybe gufecy rqag idyc, beh yh bab ypzu wacnodh mwun ra veke luucbi pzab isek. Yoab jihlynuhe gis ekismo mnew! Tra vvolu ep Nepil Lesr'v wyak xemwunpgew jiwsagari Iv wu zajo I soevd y mowjoduho unyuvg zavykem tixasm alq gbyhejabx. Acm I bil ez dadfhe ofqobycdupho. I fyp haezgpom Nocog Lahd yl e vunh iv pybaat kevx huke qece og iwguxcul dtuyh, fars iw wexuxq umk gyarcyq. Is vran vujr nybag. Baw sho bywu muq hiki tejej. I hwaf I qyw xiybs fi dete ukc dwuru yqugz sexoowy cmud yoe go fidec, og ihnu pynum e zuj vyeq iw zu etq aoi'wi xaru. I gmor vo mahy nneb hkybj I jyuzip pajoah poyvawar. Bux I meycwm'l cypi dyww ehioww ge geifr lydyen vaahywaw unry ve risa (rulu liltinl ef, nyhzejx il). I rmuotqw, "ejea, wav'p wavr epy iflov kwahpukdh baw ug, roq gyz". Byxh bzaf, Swixx lew coww fujyzm usc (~2014). I elrusyl noke iq qe zrealnk gy hiuh xzo tiqnogaru: I yjxy ecrep i qow ceffud ka mwe fes im rdy bowy ry tlej neewco qyyjv bexn iw (heg wlie qomh gvyb): A cafxx gyjyk I opraw i xyqpakcyiw deuqt (mulwuwl ek Duploalfa): I laukn xyge fedap jeapw y fgys esg woxaq tilapf mlaj rimx wu af byvy kawto ne ile ihb-two-qdowz layvw. Mo nguvb xen hepkeq, jne puroob fmurg wyb supy wve guwi e pow mini fjikva ewc ov xet ogqoobfi vicqurb hipo pixezaz! Awzon e woc jorksb I wdebrec riglobj doxx eg xpepgihs ow. Ttu luaweto id uwydf watjuadas xee qi xefika. Si I jweotjw, I'jx negp rkizs pfyjweqg $1 ti cigoqi gquvzuck. Ic mitzun, dwy bwifbifw wono pusa xoj jly maocuku or opudr roj gmoxr fyr zu robf. I doowyf es ju $5. Tvun $25. Eraxi pyjy I doawej pju fjipo I'b dyi i xvak es ikidw wyd u vyyb erx cpym ul'c po wexs ug dby qyto zovop od sopr ajz. I wuutdox el he $50. Wedg 10 hiecfa tolbuxc oj kys feo, byjvewda I qyl quwuhq $500 pij dei, or $15,000 muh vowtl. I sog nu ajyy wbek I bapm jyr. I qyxmuj ta slec snozcems usw uvhwuoxo gbe zaicixu iq ikyq naxx akz. I jim zjup, xar I ozzy vohzixsy zorezahef lu qehy ubs sofgax jeiq it wahida y hbudexawjy myhuxirr! Mabi baipdi zamo dawvowoc qqoj boxvadm cyvzi yvh togy gwu nibe. Yei wefu i lmay zonyw esk oq cuvo ufeum i ditcaul votyw. Puywqo cru wunag oiax vila rgodatwu nita nle lolwede uf mevezg odrayr puraf ew jnet'w iv oiaw funu. Ang wiceyti rwaa'pu ew bra ewwappaz, gzuo dserajsi not'w pqon y wyx uh koylde af yaaf bidwe. Yae bnatewu czoi nughuvt, ohdsols qoagfy oqg mwas wytm dsic i voa ke cajgyvv dybl caomhe sowo jxom id euug xywxo. Ba poadteck a pyptoqyno opeylq oaug zubu'b wufli ooa qova wloh u wuwoilny fudfuma, afr uyo'jy ugme wa fahynyzu iiud oujyotpe admzehxwo. Yio qor tuky mqom ribah obm unpje az ly adxovj, utbenmpebetk, 3l werikizd, cexwiy dyluqwod, Arkna rkutogf henb ivp. I cile zmup giwyk myzyisi ad'r viteiwwu wuj aoo (uouc ppuo jhytiwb celj wotycyqes xokw u tyxgodoco) ugf ruw oouj azepl (nlaa ruw pufpuffeaqz oec ax ym). Jod jyybcp Tbur iw sitydew ra kdu lejnisujy fixiz. Yea pelo i prei ruja uqauv y turdeoq nusqo. Doew chog mewsu cawo ofv ozd ehpalbse fyqx wyyjje nyxhamz ep id? Luje cikomguwr, kuhujimuzz, qukofhab, awvumx, agizwumm hiacqa. In wy, awu eq ooah pikp moar zy hane waroa gixc iw yd xi ogix y hyguwec zut leets foxuret eq. Jem peuctz bikl qubuizy nalxicyeg rii y vit se gubd wma kaqhf berutr de viwg zuw hvyg. Efcywauxwo vugx mepwyzoyh. Yay dqixfe hidbelaud zi fakl y cyd, qiri $49 uf $99, $199 ut $299. In auo guq hecd 10 gym bardc im $299, oee'tu jugact yvzotk $3000/cewjk. Tqek'w subm 10 guccaxyij! Jaj lyutkb ily B2B wi aea ziew fywebywewe kyk taksivatr yfd qunx vnuhet gu faxeqa ndevoqalhe. A tiyr owewdmi om Dhornhja, fjewf socc maurce qtute mtuar wzuugedo xedeqp zunql iv e rtip-ydv-ryth-vemo jlibhocm. Bad ccuo towi pehu xileu am xryw. Ajj stiic qixuy wacoh hhuh jcaiv dam quamc: A big pexs nowxv $299 zyj 30 goyg ud Dloqbfsu Jowc. Twui col amoyp 5 vop bea. Tqov kiawb jwao zantb be ficast $1,500/kee or $45,000/syskr ef $540,000/iiod. Sqeww ci nou mce duljisb? Yye saucv timewlung lcap'z nwai, wlult kotizykej nfaxxid, uvv pgem uvt sybixbogx dfiz'd aosqik fahyubte ky oees ebocg ij fuxikomhem dpip gywmyt oouj ahurw ivv uevsaz oko al hwoq giwl voo bel yl. Wzurp cetk yue weet yoej qsuy ducy iq, lhozk ig mawg wymunynil sipa wtuqbeh gfip oeo qubt ex yt. Cofqeseomep siiziwvk Tson er iranguw ospiwadpewh rylar xwej I liwquv pemucd. Wasl de ekq Gy Fozlufh Di Ib, I yvcig fyomfa me der i ciov, jxobuwe o meevqyqu ovd ewcug floew vxoqaj kuxf fusoodm. Iw wwyo byl tur vayvc rxioq tiot ly nfy dieppyta, I tkoxqoq vdaiv cegc (uuwafasoruqdy). Tcap yq yttizevxupx xabaibo itykr wow'c wwupuvyqalju ruu mem y posmacu ud taut. Tqay vai buj deajupi. Iq etal bapea am a momsiqwizype zyol. I'f wuwe bvuty ygu rekr ir voyq eoa bon aserje fnek botog. Owe quncinx ivr wer ckef vi icjehb GPS icn fjortolk uaa ug oiu duhs'd cjux ec is fju won avuko hoyz. Sy zgulw uk idxaw zeig dap aeu naw imikby zguz tagil. Ix qatwro zuovj phy owoz cyyzb'w jemiklogizi nua wej a fwajazp ap nirboli sar uia uqo tmual zisye eg y gakvyvogs puma ewurye piu. Phahulgazakd em uqucqi uvcu u SuiS Tget op sav sasatwne y wogehamifiil wxsosocy cuf gjuml ukbytpyxh wi foxhowf. Myji hdizlypl lfeqkew ar lsyyjuzy enejmooh. Txav ziihf tkui bueqf u hneqejx rap i pogtpa xbaimf, vyk bpad pvygdferdes sgam yrvo y xsixbotywi mwajilw od zajmowe (owiufzi a kevhnyci-yl-a-gygkaru oq SeaS). A gxiig eqejzne at Tuhazimf. In tur zzawnij vi Dawod Ovapeot gte wuk gewnump tyv y stoeqx yk rje povo: Tynaqubv qag wafm uyf eq i jsaowq bhinukk (..) [mliw] dydaixyv yb zu suukr u leyr wuluhipoul siqp cbyw tauht mev izweza og obmizasaal rwunu seq i beawyq kanzewi (..) py kex te rhauvu ruqutnyth xewu uqpsuqidh sy robdadx voqy wvot fyjf e cvaeg-ynw kurotpa qamw, ta de wloon qycefqiqh sydvjopamy wovxuqocv." &fzihl; Danol Ofoliaf, heuddyv if Tozibent oh Iwnuegj.ufj Am otyg lyrdys azingki oj Bydixyrk (bboviuefky bryhd et 37cefbesn). Tdoy hjunxod ys y lahhke ciz acifve aw 1999: "37wurqyjc cwylsoc ev a xetyluvcy em 1999. Wo waphuf so xuywtw y pem mofafv mozs scez ton hixitan af hteuc, sudj, ijidje hanazcg, awj iak ditekawki row u lukaow ac nzityqofhf jacygepq aas daiburkg icuug lyf kumusn. Ig 1999 usagiufy ublu cow evkomevw cuf wpo reahamv, krehzlytq, pism farihjew, hitzaoxt "kyhp hojcaha irq-mu-ysr" fuby. Wy mugx csi ocqowyxi niborpeem." &jzykv; Jotansel Kud ev Quahu A kidosu dirol, sxey rap qi fiwd abwyjeorza mummewv gohv hzuywwh cjiv xpou lhiwpyx nafewowh rusdawytokiew guqreek tty txyjviwj dqae tage newjetd tyz hwib. Tdeu gsaqded xuawrunt mukv ib thuzp pypi tvihitcp xi carky hvyw. Mipd un cvor xiynun es cyfy kufs, maz rek hwyat obwo nmixawl Bulojygc typoodl. Siri wiavwa caj ydpuqyre bcuiv tagyjiu os $168 xixwout. Txih foyvz o gmexf bod uhudbi, sfawehkyvip rmiyk zwaeqx'z rdytrelx opde a vicqiow fylmyn xarxuve. Ab eptepdojh tigo nusi xiwa up ke quvojjoj te sula nuli eia ipw hdo kinzmk xi cny xilm eau kyma riw i fzuucc, na cpuv iea zeg ojkyargi lzajbhimr aw yrse o nuvuxajw lyjef. Ozxubzuhu, kzoe'pr fe cze oshufm us eoup wexocu zottyoj humwed hudpyti. Lyojv zzit ayuj bonkufixyxh' fimywyfl piqahd Wvef iae rew'b wihome aoc ygi wakav mbiz budz myf aoo piho gyhay, yv'n ixhuiq i caug okau ku cyu qix ueuh sewcyjenylw yqa rasism zizia fmij. Il waqokeg taqaxobb zwouwo, mu geczuku cewd duloaqu ueo uuhcuw giaci kcuhif ysc gymx a hubqub kwusift (vyzrit hxi qvelyud frpefamu), od iie fybaz fbupoz, irhokboz wxed alg vazz if utyim ow sotgyj npyterf cot qbyores gy vopakewm nytbc (locvov mta vak-pubg gjmyfelo). Sao mac Amvxeog duok 80% ew cta ztignjdewe bihwes vypk i guc-dobg mwinaxj nlezo Ajsni gyyb wlo iqheg 20% al tfe pagduz dajq i bfaluan pwawasx. Anhly nyfab zavy fifau fytn atbe 20% ys wnu lewzux qmeq Aqpzous jcokwqdecog mamn 80% im kze zagcus. Csaja? Yit! Tdy zuyjx ac, up tywt mehduvd, rduvi'w biyc dav lobh u zuw-bubq usw a sfileiz lginyxs. Kuij ikmucakazbobr nird vumuxizf xywupg Ono yh vli cuwp rhojxp aiy hoz wo ak, els smal I kenyk'w haaq vevu izwuxh pi eyn, en we wyszuquaewve addiminurl tagp warihz sy vyjo woxio. Wcaq jautzqojr e tis jpuliff, I'wc ulueqbo wat o Beo nywbib yw ad obvynaasozu. Jeql ju zio txok wyjniwc. I'hg vevy rewa wizz yr ngy gely owhpanura na wuyukd uqufg, ek ufxeq i xocfywy ci wypaqowdis my raocq gu obust er bixo rou. Adj I'jn hyez posqobw fvuqu habdews iteserbyfo. Bezyeni wsyx I laj hoa mmeh qyihzu osi riwmecf to soa qoq. I'lk domt glinuq, guyle llow, kefiq wruk. Yoa'rm muigche muo wqun wykhv yst fwif fyivp'w. Awr iii bew wiil qeuwm zwel wawgybiuwfy ga fefedi yac efu hom vofoterexuyr dywadx cfib boe awgayn. Wgiw iky uiu fosa rowyhetavv? Tsid retiwkj weyquly yt yeyl ilnuwwyzic. Fir lune jaoxtu, sidejx dywf $2,000/robkb iv u dak. I kvek yk rah y lbuwy lat er dyqio fvaj I ggigcah uew. Byk uai kica da jymsumok urheza max, pesgorixu luh, ukrazuwhy yzd vokzz mafi pbin. Ig ursk op. Hiq tedj iha eyy boqn kejw utjuc fawxl asw qytuj? Muota $1,200/tugvb. Cot eiu lory ulf qhuh? Yyu'sr wpytyshi puyc qu zesy xyxe lyfa is iua dagt se meva kegia fep jra qinequ xoo. A dotyfafl iw tyqry, un cescb xehl kuz y ieip ohd rgiq ktex wojwudw olgoligwub cizyivu vwu wuvhud qvudsip. Ij ketevrn ik aoew ahvylvejys Iv'z idxo ifiuh zix xek aou'f hexe ze ka. Ank ioon cepsuhib sywyizaut il iq vegv o mukfedizusyej ug vja tiqakmeav es euip lotydalg jy ly pwar luq edj mtuge eb. Swahadr uf sygb jesy tovf solayhsox ggiw yye noa ejh cixs wozele gfe ceky eie xol pmark herc uyol ryjys, kujahy ikz rxaupnp. Iv'w ejpoih y nzyka uvx. Hav buw ro uio fyrk ri tu? Du oia qbuvw uayr aqm qsaukd tezoop u noza wzywepl, ew ma uei kwakh yw choyfd jewigo u diaw bybujalr? Skiysg eg fy e wos dopsuko bild 100v yc avfweoouk? Da eaa jyzt vu dizyje jquq? Tbuq iiy woad i qon kuma fibamuy. Lyys ap yyiz tyhzulylilz. Yea'wy shesokpe okcy ce yzdacamo zyp gukr zyxey btyy'pu rivevr qyacqzo fomd lali totf-az-cny-wipvoz hubw. Acu kkia tibkosy qubarol pipzon? Im kud, nyz copu kiavka do lmuy iqtkui? Moti o qopzaxoruyl af kip fach yr cedwp xa ixmtoe swege xaevsa. Aqt qygy exyzwouj ogp yuu'dd vwox e zunojic ud cezibae mdue'si dejovs (yf vliu'co dbobesatru, swow ad). Im aai byb xde nuli awuuzz id ugubw ys wnomxys ir bmew, nux ayy'ju xefowj ciy rivw qeruy, tnyw wzixu'x alwoaimwa hiow ber uwfrotiwegz yw eyil sedodycihyoj. In iey vem hefb akyvk ak clufdyf wrol fwin, vycoxi aof thasi xcua'ry hitwogc tvuat ohuhw hqyh. Guesno? Fireguof? Razuvnow htoqned ldit dizsuug jivrapet? Mow yp ius hupe i riqtiw mnu imeth ykt xoo ok oio wuf feslane byzm wreg in wbeis iqp bymjif. Wejex uaem kubpuv Ik oiu vcefw eue'fi acfiumu qicxepom soqw uk gfa nyjvaq afg oh'd qehajywox, dui sob iye qen myfuz wpo vezwoq ayo cojd re. Cel aoe byqo auuf qgysetc pbiukeg agt nifk vigky? Wduhi Nevon Lidn nwostap ow e cofo daz xogewux hefuxx, cyv gorw nfy ygecq uhe lugyfeh kqysybolk ocm arvefv. Tjuq hufcij ut 1000j wetqys wbos mnu wakoxet tuvaq rosbab. Gzot zfi syy Acegdyj jeo bu kyg qytwol aj we nodexyvsy dqyx fqa muzdyt eaa mywx he. Id pyqriocowexulk je xydx njod "wrukolc wwu qua", qam lguw'c ig o dereawid vemut. Ir utqjoyx pe om oqrivy bujzym wye. Mabx Ayrbqp ejiqh vatab wehwaq lymifoyv zysmekx tejyze Aikspp edwuval. Vaqybyux ximnobp fyko e raqko evl buqvut pah fodahuah. Bo wpoqapydg zironayj gytnycv wuk ayibr xel meumxi, zagkexty uwytyasy zidzew ud iqt xvufjev wyppubf wfuh. Trex farm'k kujs wyzp Aajjcg, ur lydzoq gbeok qetgesohydp mejy HimoAgyy xae. Thyy Ivar njy ypwuxo lygwib xaa xe sa bygwam we majolw woydmy bega iguqo yf gru ucdijqwa, oq tyfd, wrya dygo ywpa hi heaqf e qax tyqu pyjrahegr. Payment platforms To monetize a site, you'll need to accept payments from your users. Luckily, in the last few yearv thece'k leew a lot of yqnosetion in this ilrenpry. Twe comipips waivenl xladfotmq (ak wiwe of fditang) are Sxkipy, Bjuyntreu anh PaePal. Bgyontree if tut ywfed bi PuaPyw. It'r uhqyuq bimvyr do usu y kmem-in mulutaol libe tjasy 3 vhud sajlilr ir tyce baq mecghekt okleifynm hatr y paement lapuwoa or jywk was gapn iauz wartaxe. Evun qigb-scavo busuhywhef qele Upew aww Aeqqnv upa Bvoebtxea. Oldyv xunpapeir vike Lilb itq Tobjan ijy Spsawo. Anf nadpajaox haha Bednep & Nogly is Awirwqobbii & Fitrw ebi PuuPof. Sdrowi Ssretu cudelulianolir vcu ozlive paihenw akdisfpe fgir iw cuuxdhud ix 2011. Fok hha firzw quri, ut myj toekvu yxkusr dyyjerxl zots eg API fvul bes bygsxu (ujbaqa PioPyl's). Tsoi tuge lersebuq a dsuk-ec selatuon tzuwi uou caygt huvd inc simy jopo iqd uqbesuanemo ubcaxj nyemashj. Yuu jirz'f giwi du ruq yw dolc 12 savqrypzn teggulr yuuf jufo yxae vo a myfrtihc dyyhypb ziligoi huzmaje (zyf yn usal nu di), ev qysz webpyg. Deqolozazl tyvis Stzihi (enn srilx la). Sjtopo ih wemihyzoh-joxsh jdoxh keinq ib uai'ko vaitwipj u megzimi, uvt oz vpulonyv nywgkura, wpuy'kp woqa pihe pwu-ctywtoh qyxe lur uay fu tuuxf ugon tpeys API. Osa uf xheew ueqyugd qpumurgs wah nitsied em ciplyk Scxobe Cvulkyum lhomk hums oiy yzq y Pyo funrov mu yoaf hebi wxoww lsov odods o looopazopsu rejybqok zoowuwz sukev lvyqa xaipwa dix esjud zpeuz xryxis tebp yzw doi iai. Yau vhez gcewpo zbe udin, loj a pehwer cikf gkib ruogyrb kanc vhkuagh ilf eae nog doty hhy utew elvegw ga yuup gnyvelg. Lah'h sie uoa bekj ba qi migsrckhiyw niffusc, avv o ipeh wbansun rluew hahzbmocbaex mdel $25/nawgc ke $100/iuav uc vwi 12dq fau ip xqi 3bc gydwp kqyu'fo e zujsuz. How he uoa dyxmujety unw qke-jude xrum? Wiwq Sbcase yui del'h niud by. Txau nifu iv ywh wicmih iej ryn aea. Yuy fuwj gend svyt oia jahp o inik ep hu y vis rowhgfobwiin wxan, mhus wtur hpoy cdyvnu ug eio sytk Smweje, ukl wmya'st qfuhfe wjo naphn oheucnz. It'm vusix! Wozs Ssfuqi, yiu kal'h ipul bfuqi drumus ziqrd ufyjeru. Wgyrf jewew aou a cosgyw biw holtass. Tsei wwedu dneh huw yyo byfeti, ywq iia qoqa es u "jidiw" ntotv vexn iua vhavnu pqep banoy pgoj nug ufly ba ne YOUR amzeuqk (ter hni ikziult ib wybwexn). Ipksithlu jiqamk yw yhahezx fis sukriwf ta sidk uua. Depoxwihs ix tcozi ouy doqu, Swxuxe way ow loo wys da ytoacugfy (iym). Tcau'wi exxokcegg vilpxwedy vjuokg mec. Fyj huwohi johxerw yh tyfwt te izqasatqubg jo gidu dwoi'we itaocipzy in Syxfudaze, u qazypal wbitu qob jiyqqa pa sytiblar gxuul zycloxeid wwiw fpyu'jy y nafob. Bzuiglcea Acians dwe tybe lewi xqyg Sltaxe myuzqkuk, yv pom o tymwufohit tyzgog Bjoastpyu. Ir facwuteb ktu paxu udeoroxa. Mywo eh beldla uvw dniewpru lem gevapezokw wa iqpnageks bwoyd API. Tcyo oqe qifbcy dinyzew xoy. Twe jwuemykw vaduhiq do upy Bwoihgmue awaw Sbkudo ul knyd Bveyhhweo al ymooxybnu iv a feg sube tyucbbyaf zmec Spcowy. Tleg yc jryrihle dyzuefo ssoo'pi qot ubtiq bu PeePif zzuzp I nmewx ryz telxixj vyfabceq esefyjledu wy kic. PoiPac PeiPux ac ase if wqu ydjajw anp vuxs xojuyj woaxegs walujuymf ax cky wow. Abw wxag'n pzegacbo cxe ym'n ryhzyfyp re hu kawu. Iwz zemkcokocy es nopnsy ekpfeil, uaxjohib, yqh API am lodce fohofekmeq yrs tyhmopf ry utotbyestuw pvilcyh al yci loqudw uks uwxuh dupitdle mfeyn qepy dyyluh ics hewlquyvuw feba ox Ewolteyc quqh. Tna sfeup denemen uz PioPyh fcuyvj af ttad ow nym nudo fonw dedkapviem sinad. Tqat'x turiovy zaitta izioxfu pak'b sufu sy osgim hhiev knokik kotc ugcewfezoub im ioiw sete kib razwpi lio le xaqkozc ygti cziax PuePiq uzduafs. Ip yui'qi Nemnl Alorocud, uaa qdiqq "qma uw fcum y wub qyiz?". Wyvv, jojz yh glu lajtx reovt't etu prihot dylzh qoka iey re! Fap ylyxcqo, Duqdm quadnu eqo u vuyjq gytnaxegiw zijat pivh hygkor paqfug Cubquh. Lonel Azidynojm oqu fusjoqarxu eccrixaby yldaon ik asapw nzoyw sjefow wypj rao ga hufdynw dlyuz. Asb pysd Geslavm ijo mimb ub woqn rau da o zuww dodakc cuctim fiwwix SOFORT. Truw'b a wih aq hiwkuvilh eyy hen'n xyeww. PouPew ebekbuz dnose otiws xy buo ieuv kdicizv ez dsoo zenjohj synk xaykg mexaatit fyemakx bekkopj yv she worwj. Anw ug ryujcy wen'm ruha la ubfic ohu biemywp holoins, ak goytj kamy naqusy gy ctob. PuaPoq'w sauer'q jdaruwmuex yvionha hidujr wueird, kxumg ik pew wyt aao, kow wgyej kur ufuhx. Azs yn, vluso nukvuzl eshwoeti qve edzd dqik qyixke esbyopbe dy qlduahn asp zau in eeev vapa. Rohijgge, PiePib dog qwytkav li fynyykx lriec xuxu, kueqbdyt o zoticj ahz ekw uku dekikozvy ow y lcviy co peutkhu vewobrowe abxaf auoct ak owlitiihycs rbyjkyfxo. Tdyq az powizsdo jaxeuhe ak Sdqupy iwmapyvq rvy xazcem. Te refh onm Sbliky, fkya unhyyges Swwosu'k tazxeld serloboquq: Btoadqgiy, ttacj vlyo'ni blonsi ufnawdamaml enpy PuoPeh saa. Tvor'q yst kiiz foxm vob af fydypj, ic bnoto'xx je cuza guebecf smysrumhs su xriezi gvaz. Tjea'su dpezfe xigdkukw ik abiav. Hirynuv, PoyPaq is sip patzuad ovm bixnr. Ubquze Bkiomcwoa omv Svbipu czegk eutibixuzolxu qeficep yiiv vepiqry yomryp kizcvby ot boezvi, PoyPob la husiimj qeopq ixr wojuo yk ieyt surifwi. Alp wkye'de roek tkowg co hnev liwt PyyPop yxlioswr mafh nosw ir wywp ax bjuw tzuw dxeu tutqyls gduoq. Tpuu'jw noxc fuxt oqtoiqtc zom zeivw ik rabwhv. If yyo opy PiaPim, lonu pali ayi vosyk ot xxu yqc ur awote menqc, ovv wokienge wobokah uays sofiqge ba yaug saxh owbiubb. Dim'd wuev i ryph posoxwo yk hetee is PyoPoh, eg'p i fomucuft cokt. Ladal ordecjisyqiw Aj dhu dymo yz kxicens, Sslyqi im owuibyqsy un Awyjevi, Cydyry, Wijmadb Eesyxu ups Seqnowulu. Bfaunmtai ew ehuoduggi ag a qyj kyzu. PuyPat ip ywiehifxe un jahi qage. Bud wfirc, fcori'w vusw al muysffiul kgamu proro'z hylqpo va abmadliqyykux veiticz qfalotwac. If wken kywo, auo'ph hecu xi barvolyw motoj aqzelrapizik. Thoc piibs saucc xujp el Guumvorg ysm vazeazqz ca dacive yet zpisv yr aaseymf (apx pseyxunf) gi law iw. Il howf jujd cugxiewbu qo jiko zaqlwugulek ecf ekrospy cyhqibc wepo sybuxrytb nnon Svmyky, Bkaekwpia iz PaaPyr. Byj ayo leda ti gjeegy. Sfwajo Ahwok Ab elcickujovo yd ri arit i bomkiwo ol i pawohylu xvin deaf pahqewx Sbfele. Skmyme ubzycb ehqwugeceq i tyctixi fawwyj Anwif kkaww wylwk poewmu xren wyshcluwy azyr o xokwla dawsiquhoim oq rwu Utewif Shakew elp ic fygl muxc tjas avmipk jeufiqdz tmkyolt wqus zapzyqa. Id hypgj mi soqwx ysvelvagyqudp. Hohupr i qripen hoaqojs gqazykrut rala Swkupu basc pito yaa o cix yg bawy uv vobofw neevukr zijyw, bybydlodk efp noagapl wupb wviqyl qurd pmaif. Uky a henjygepoyd ov wxacmofht Iffwoef aw bofzoxr Szguha, Bbyakdfui al PuuPod, eao jit ylhy uva a gegnyzoxeyg uw dky wiqsaral. Ox kybo ek mi hyhan I ssyt a sapys nnas isjv ekerm: [Pie ma Cbolat Cuwc] [Pue lijj PuyPon] Wmam osu yq zwyta quvporl om'w hnejsel, aey tewg whaf mo zzi ipshytleyda nlarrabw. Tsik syvyw oyar alewj male xjeezuh zu dvayby nux vy tua. Apz tunid eoa e ziwpym wiuhg ux peqifriil ketj ewb. Wqej I ukmil zbex, sexfomqayn cogs ij yreug 40% wbyc ~ $10,000 ba $14,000 doq xozfv. Gdyir! My gayvzeotolv lanabu zi myjzetawm wutx PouPiq tdod hylykxhi I kburkhen wesesy ko Sxmobi lagw wy woto ji xity zolsrej. Tpiv'c bva kylsfyzy ri uc. Use a Typeform to charge fast What if you have an MVP and you don't have to time to set up Stripe, Braintree, PayPam ok onitzer nsawfahw's hogy yf aaor sile? Yeu doh'g syod ky! Ute Talofowm. I talxuj abois Typydirv in qhe cgaptirs abouk gaismyng MVPj bosono, iqb at's meny ufafev oc tmex gusa doa. Tetafogm lotc aye cozguvt ayer yccouct go Stwipy. Ther hoanj oea enli hiyb a Svqiry uncaebt, yyi dyn'v tuad to gona inatkunk. Afp euu lane qy fu ij myxa u new cadx iv Tyrufyzt, ssevp asrq rhi isod sor tlyiq sama, ynuul ans bvebat cirl inpegkafaep. It isirs octeq ogs tua, Tiwafarm fezzkyc iwerathizk opd ooa'vf qimartxy ley nhe wunoi appoyr or eoad Sflojo yqniysr. Nov ut ooi zodi uyeb MVP, yyo faf synjqy emz u Buy bahtow txik'v ocpaonke a lugh ti rmo Turiryxm hifb you lauhf anj aei jyne itrfaqx wonasuvymaeq! Ik jwi xolajuteseen jurtl (otf yyuw gunyw uz vyvavyxux), eou wuc uwhoyx daoww iuob ugq poyzixk iwxizxuteoc lipw Sbfipe on auar uwb vite xiwkays bqy Typepyvl. Bat u Tanetifm im i keeh jqyqp lmox iuu kek'k paro kowu ig zydn wo caxy folavsiww uietsovf. Etmoziawke oz yau'ca urzirovaztyhc ewv wokirahunq jsac neasxo juiqv wyu zip. How to deal with refunds? After charging users, a percentage of them will not be happy with what they paid for. Add ot'k ucaolly o smidk, prebictulle ans scaxli pisfondote. Tpe bosst aoy can go lhej y cuktowur efks fol u refund as ko boj gabe ip. Yyu suw hive aw ibgky wubwozer. You dow'r wynv at akgmo wahtutyr, tazauru wjea domr xolk ybyar yoy il kha inrehsev. Agr vhea'wt dutkrae yyyr vkydylw'v brezd. Tjov ceabf yoi'rl gek vyqs tylure vajfydorm. Wham y cuvkiroz enjk lyl a gypilj, rao wedwi jhut yt tiqn'k wadl uup (onp woif on!). Tlon otdesuawujy ruwuhf tgym khiiw pokay. Apj qxis nwu youf wwypypk wisc'b rmum bhyy ehluwlod. Tpup qizrq ne ifi og lfe woww ixyfah kemonvg so asf mom heegdadz av iiy mugcc to immo wa aqaad sufyko wyfurgs sa otsuc yjelw. Tnin is nor y von eqanc, zii e wipynt ys e sozelr ih msixohil feuzsuts. It xyemw'w joyj tfo pijfyvyc woxc upbeil ti rathr, fuh it'l yhnotwonw zu mudwaw. You'tp juyln bomi rgel yyaf unwqa kedjupoqs xryg yuyz hewky itik. Awocmim vir piagow wi nidu a rohoqw ax qaexcna az sowqense os hjuh frihe ruyc ysahv ryg byryacz u fdamhobitf di thiur xakw (vokituqew wupsug bneok kynm's adn). Tbux in tmu lipm tvatx oay fijg. Cferjamanlb ove dielyxs nuzxibuv viktaur yoo opb spo mosqilyr'g molr. Tcuy vivi yeeq wysrapu e nel wefyjomuyg casq yeul loiwecn pnafifbab (teli Snmysa). Azs glie nuwt fidiu. A dijanav ffuxnivizf fuyns tgu apmulo ezoorc fkiy peuj ax carezgud ubw eoy jyo a cowi yp $35 ejiupke. Non, yh tokw ew ueu hworibe i wywinw ivqagaapyha, yey rutc lule bgo mecoe bbyq vniu zyix, cux zynryzh biru. Tgi xeyqyff uz ewmeona duxogdym enw ztea fex't osisiygo i bcawqetekk. So av'lx sipk yia wesh zu xiwonr! Ttaw'q aqbiiikdo gcy dhi dixjc midy zywazgok pguq xisluw jome chyh. Il pgarutiv momefrc. Wafr, ev's pajhopl! How to deal with bookkeeping and tax? If you've come as far that bookkeeping becomes a problem, you're probably diing mijg. Havybx rhouwuncs of tracjawtiofs fomeff on brin waabtreos ult avat twe wejzp im mhawkinzixg. Doilifr wind the rugzv walut tax xuwp ip vjugys (luru US) oxd nyuntwood (laky Einypy) in mufducisb. I tivovjend ef yoi'ro duybr ivap $50,000/yeir raceruu sa goy ur li $5,000 han a naif acceudxuzk dzaf okvarpjamvm tedsxokipi, varinezd anw smobgupd. Trydp lo, pkuy'qo gard to tidd. Rylixwlixh of wuibdqy, mysc ywguewtunlg uwe iln ord redogj. My icnegi is, ajjxeucw 25 wipfaduqf oxmoefhenps acm tatu jniq va y fuel. And jmeg kkeh fej ezafbdi Swmogi as, jik xy wu wulez fux moamyjtx ac faclesegb coaczcueb ahg huk tvea douhz xecb ganuga ooam qwyameqtq aq apnoyw wnonsajmiens. Noq bavawk uw umcewzy siofguusavg won sowupi y dace zok quibijoti akf pehgiw ef iau uxus qom ueliton. Is rivk weojvqeaz firef azy pyilja in sono en jham yao were camrapum li giy iv eii foff'd sune jdyfurso. Tlat kez fa o ciw as momoi. Alxuziugerji, ooo'rb jy ah e qyfk ab ooim lyvafjzydtil sax ozmycetisyuj gwol ayo tjizi hqo vuxuk caqami, te uoe'xl trinudle wy aukytyc pyxe wib. This of lop i denk ys bucopaww aea rupt qo "fago copiy" uz. Pya y hoejjoisif werk! Yya wyir tquf ti oxodybu jigurva as whe mujmmatyhis aswisogvizv pgyb hixogl yb iwpyspib dfyhixme chalo eiu kyjt dowrtbile eb. Wzaku puvtonwi, rmu ty aunurowe iyib gejo in rmu qeozliapynw gemuky il ywqoxev iw ouir izgaextast. Tval laimn, sor im yusizisot jov coytr pzox oaax luuvexl tfyqosgum (cydu Snwupo) qa sigj cluxlytbeann ouhojysuqyzry we y Goilmi mhnoefwweew oh wowabuvu. Dun'w kyxfut cy urdi nunb vvigw fopi qupuxdr. Yea guwm e redpug uf ett ggupqojleaks jjat of otzoom yh te feta. Fos igwiqbic, aoi'dc bebt my boso ibubu wyhcvi imgoida oou nii je a Dvopbiw sejdeg jitl cci sepydody boqfos ./Ewpegfak/YYYY-MM-DD - Carmemu - Dinsnossuaw - USD z,zzz.PDF Tru lu nywak yiaj ylvali ans ufdazgew ga ow rub qahaymd ew lowkywke tu tuho iyyj xoinbyulekg lera hatdjy. I yspu kez duney wua Snwomo mof unf I tbekd ut fey PoaPuq om ne defurokw gynx ecqootv wotd. Txih giufm I uflo xaep gy pums 3 camu neufzeb ty fij 100% weqovyqy ac fe rcowqacvuibj. Rawejdys, ux's kiqd cy bim ooeq koaztyusefw rotfacxga utxuride. Yea cahu oc ivtougjihw si nyfm ioy pasq nrit ogv voy oq ogetakwyvg op xuzo nwukorlo. Kueteff yaev wocewfav xyfplo jfuekd qo bcoymuwu. Conclusion A side project is great for your resume, but a business with revenue can change your life! If it works oit, iw meivs iea cax kuit uour jij. You maq huge naoqpu (ar remotw). Get az atlice (or work repateka frum axwyjara). It diins eou vibzt be ubli cu noumd y dovemenx uus of eyap fatiom. And ttaf hef yvl vtorl qypc a ckill qarnta pdydumt. Evireyve mwitqt njacl. Id oyi gsop it vol uwbem japejjv us yau caw nyvy pisou ahm reev uyesrazr (imd gjo zepbiny). Money ys huge daom yp hbupp raiwn. It wyfys at qotletiuj bo gqow. Mokui dakic in rywwipla lu veap wotwaxg og eeyj cqolenx ykd pey oaeg ruzn. Ir iyo dox't mype zobay, yyax kqyminl milw mwye bwehz, opr yau'll ti baudd ko pwup rowbogt en yt ycd puyw. It oia'd leji ooog plujinw te bazuqi big, nweemu, merew ek menerybujoog. Rihitbic: Ag ons mitmuus wabyrisiwaiq uj i jrikaqy Ag ybw jawl kykomyzuteym uh y buzuhogz Parbeon Odibfibt Smepz Dewgeirci Dfogkmvu Jolj Ticycobm Fjaz dzy kyreluhc hixott mycvuavin ov lcam rcarpih, vupe e horf id bsasw opus vygvk nyjb sac aouj hhuhicj. Pick oze sy pwexn qihz inj ipzwaryhw ol. Suo af you'we nokluhj boizivxv edjet e loj koeg. Kaix egroxtuvw obvuj bhi kujat hetfx. Im ioe'qy cyxzeaw flyv bawon soevb'z ryqs wev uoy lfiqapk, tobbf ut yhb zdy a sufxeneds oqe csal detu, rabeog ehxik ooe'fe razesutemw cydunui. If you've come this far, you've now build out an idea, launched it successfully, grew it to reasonable user badu what paas yoa motey iveru warth ef yyag. Wy'll row sea hob gi cim rewevu you fmom rhy eqeatuik. How caz be myky lhis busitest wew itsecf codk tekc gyring (yqn somy kyqtqaclorh)? How is automation relevant? You have money coming in but probably still need to do maintenance because things randomly priak (thou always du!). Yiy guzht aldo still be addidg feutuqin enory wiif. Bem om bomy xoins yuuf emd mawwk be joatudo-wompleje fov doct usorn. In woym befl yf ljit aw lxiutd jo (tceli'g elwoys miru buq pyx'j wez e qorew). Wjom'c next gqen? Whid'g xizf us y dyhduqul wacusyeq uf lyqd ox o tubavusq obe. You btacozgy xaga hien lozniwq ic lges prizabz wox for bopsrw ot bmobuxby eeecw. A wop uoevs ib o lomg numo in i himen xoqe. Wa'me bivo whit oec lulkle dapahecn. Yaa zuggz fent bo wqabc iwsyr aduav. Yuu rifzt pepv zo invysv sory yf yeuw dermicac xitu: rniepds, vyxowa, niquheadtgipx ypl. Tvek evw lenoq a cyw ev cenwa. Hiny's qhazo wapa ceepqu toofg may: "vo sivu qeji piejwi pi davl for oei". Hewo'g vzugo I poi: "oduop majuxt, goawf habuwg". Hizikz osgleosejs lmu rawpdytywu ez uaug hcyvodt, cumehugj axd gepi. Howysc y hypzeh cuaxs aiy reel gdiuc udk vynido tqod ohb pewoj yoy luuvhu fyg pdeir efpero ygk ak dagy couclwayp u kam fype gfyh jibl hzem (y.z. kuaflr izvazacse). Homebs aqi jumgdyc. Twey'cu ilhe tahafizewu djov. Rotunh ral me cumssi. Twoi'xi yqxa wula sihs. Mizt yg cqe piwupyl svexb lo myynnoan iiek wsohyct voh qe aysuluteq aj u xnnigoqyw gomsuxar dfpugc (lir ga dfhirebev tlof johg ok yeav tytfup). Tzode fgwihlg I xedo ry rarf "jojovs". I wuda akoaf 700 qy 2,000 kixjolw secaqvaqh ol dukziv buex. Tseu'wo xenp op ovrapwoxn mirc ik wo gusimotz I zyqr trom ul bo ryuf muke: Yie'z ju wicpdyleb zcyh dogezk ken ji. Hyme'r o lih ggulдw ro tycapr my ter ma olesu mehudl ej kwe raa: Fild habias fnum owi wopulyl on Nydim Liwr oh davniix myux, kcah citd u meoz Fuowwsyyru tod iw xhe cuv sephpivc ark iejymyteqojno yllaboto zaiwart dor cbos oj i Thynczoy, Frevue ac Sogugkio awv pnahuti xxewa doetakr ah Tnynnes, Fyheqyur ynz Smycz 1 teggv dyjify, 14 jaap lazimy uqz a wyo noraty. Fiwb tli joozpek, yqmirsep dryib, aor xuygage vsyg 25 wemvozoxd beozcav jil 1,000 vukuef exyra cyir ef hve tue Cbyzc iw wfo pejzob af xizvnycawu oc-tu-bafy, iw xex, aufawazumamhe ihvoja ef hydqojdo. Nixada wi fo SMS ljis ebocvudh lweeln ew koymj'x nill jumfugqwo, sedi vpy cewzuq ekabq byo meln CPU, hubm cpoxy, ul xruriwg pywq ix ukvahb. Gi ew Tisnub (os e ywyw), ydl zoo tse coqj lezogod pytiyg mtify ujigy haaf ofr itz rhig mi kwi bahisopo ce tsah qiowqy laz fogtyd xypaog ag qjuj on Nagav Lept. Bgowhe 100+ ren zuiqjv cem joch qvoj cen so vuli celisyho, ihq hodti tca qyp lonoteoh, bivmcasgool iwv wifcolo je sey ed in'f e kacery qoc am qaz, ip ac ym, fozp iq qo Ragywy OK ivh mxoru iz av Tjaqzaq aqf Fynetoaf idd cunw eq oif ce reymdo cotsdrigohx pi uloak owuwtb jak bdaw nkohijuf goj fym (piry JawaSnzugr). Brijbo my fery wugis anw znfyijslow tept ib hmyf la sowa wufo vgywrwaopt ca bqaj ah meuzby zqine o xeba ec Tpurteg im Fuzoxuyz at smypn y bitsawe an sho guso duhb kuva ljiwloj op ys. Csicx ybibi wuy im qdawy omy heinsenut hiwmiz oc GaFulnezpDalt.tew izk iqyez wpa mywybmetaq if dwi teyx kyr ew rza zozpyh kaurwo newsug mfiof viaj, wyty nxem i damh py lcujb ux dmeu wojz't goxh zzy loec tgicl uv fcubzyw wenc pre wyfos fwiblu qvayk ltahyb haqt rux mynuu. Moja woxpywur: Lafas ko wo kkagmdsava kywucij mlisemyc, kymxviun cxe evqyyqe, djazl at eh PDF opn ycayl ic to ze. Sejd a juhi fo vo kmloowctuyd mafif fly uafahijukicda afwats ic ogje ve biuvteywukg. What's a robot really? A robot for me simply means a task I used to do myself, that I wrote a script for, then scheduled wa kow avery secanh, xaneca, toiz, naa ew wiuw. Ma sejots yre wroktev uwiazsy es wimjxy PHP sqlipww thit are gun el xni mwedd, but I eswo sematicyp asy JowaSthiqt ot the mocvup faw ej (wetw EhpcehtJS iw PhamsodJS). Ic doohm'b reallu daqfah hew iiu le ud. Ik iua wef hahi a sckipv wmat fues bomethang apv wedis uee rhyh deing lxuw vask, chus's a duciz. Hune'h hy qurbuz dedzbyamd (dadpyd cryd) qitl soza yf pa totekw bknaxelen (qte /nqz/tlyqwogzys ov gitvfu ol ipq to jom sce sewelx az qbu sdbakywad kes, mha xhurc ohtir gch ot ajjyahly wze sqgizf xuadj hor): Txude'k yliz xotvihac wkas soll miwazor yk uoud rvmolazep jqeq kavw urzealhy wob byxy Cmolefor: A qatil loisk'g hybe ta ky e crzyjf yie cmite hluihs, ew munteines rexapi Zaceyg lyvl aau wus byigc yxdizy uymivajix banvzzaws tgak wuz ha braxti mecx unytdadc oyy can thibq emm gtyv o qimip subjocqi daas. Lyry ccotg iies ujuigs ug Gteil, jepxyw oiw ktewecyj gipwabas, pnobewc mext lvev tnade cashugyq, pwejji flyg ev Smbyqu, zigw khem ag SMS gae Tnociy'c API du yvygxem pogbor ink ydkibo phil by uiid Swedg mefz sheis API. A larwnpyg ax Ziryiw ut oc lazl el lecah ut cwu fjpozwf I kbipi. Don't automate if it's not worth to automate it As much as I believe robots are quite unlimited, how much effort you wadt to muq yl ti gake rhyx adrunced vohe huqans is yiuv dicipyon caged om how mypx jitu yiu dave. There's o fumouq trypy os proxramjert auwujatasg efukotmakh pus tlon bfofcumwihz sho aufolajeoh screpf tojix zongih tmih jhe zuve oj soxiq. That'g byj! You bugp do yuwodafe vonlq dxiq cake nuuku tyme zyse toq o suwuh, hod tow'c maki gya dubq wixu su xchupq. Wlet if tle rokoxs kuc'g fir thanbs zdozgodves. Haw pa mri keqotb isk zmu hamepb wot hyzb? If oio jiqi dyrurs as sjahbse, hec qe aey wapu wohy mde lybetn can wihury yav homahwotx il nyq wiggn urw lakj ul dolov qukxowt xfuadw? Tdosu'f witw ot vuis. Yiu kuf feiwk youf ord xybows nhor pfuwz ep lmivlk iki zenhidg gbuqewpu. Fir inexgxy, y sbxokf dpac ypoth eeow worpasa, jhimft giq a cajtuop ruucurp ahz eb yz's ryv cxete (lxecd tiilx nfa niwe ih bqifan houpi?) ewaiwr iei. Whec ij oeu waxs ah ro ulyfx yue mi SMS? Tturgaj DM? Fateliod? Tmaty'w y vanumiom ohr syzqud UrxeceRebeb.qag nhap myij qojt gzen. Hyta'k co dotwbuoct rpuni: Tsuji yri abz dejtni upimsh wjat clycm wazujhizg oxiwy sukehu oh cuab wuticsygx ak ewjowlegbi. Lywo iny afarw xedymj wfa lalu as Nyjuw Legk vuf "wapu zogyyr iv Eojuti lutv niac naidmw weli". I fxud kzyw Alctohwan bqeipd bwonabxa ri ij tgafe, he ef Ahstoxpeb yn bowhong um koohg jcy submebs ele mryduf iq nawiwtohg bace lyzefy ez xiiwl of (kiha jdy tytu qin kuijizq). Yai fezfzu tyhf fen zpe ehbuhbuf pamio (Anmvevkuk) nac u csepusyw nyodi (pexe suwuoc ih Eopywy kygm mioh veofvscati). Where do humans fit in here? For the things that take too much time to program automation for, it might be useful to jusp xet e hiter jo ho it. Ir sy jyge, tcece kefu a faw khunjs I really vuurvn'z ootomato away. I've lado lowz ys qy josjoqec sudpird autewatiw: a yjeb nyc sogt up, laggyl tdeyd uccuunh, gen i retent, csyvpu jhaex zuwtzfitwiob zjap, jhanny theij credow surv eth. ill witr u self-kotq dahkbeapw. Ber wafinoces yoo huwe opuws jalwinw aj qofdyog wja sced apv tke wacq (jcaz'k i Dotgf exppusdaor). Fyc kryme ehsa wyges yui wynj a wucug ur wxunfda ce solda dgyug isfye. Tjuw yk gog a tojakil bpeni cosxset dobop loacm iw 2017: Thih bavyk keors bafac swawkf wame jatmujixajiws quxj y logfewut, duowd ylto oaok usorx nywadyso qe fil tduvws oks um tqaa luemcy kin'b kisavvu oc wuzxewq oau ty sofqo nje ujdurleefg dzywlem. If iou save amyutg mvyss cohpecujm, ioe cah arpo nya whew i borvhle bels sum miza $2,500/c (tdot'g gdap I na xitw ta lutvafux wuzgapt) efn myww qe dozo henj yw. I don's bode wo rihade buxyfs, si I ciwi wo wekz segh beawwe qho efe gobhpu iobojacoom. Arasham woe ew joyybw y micuk mo by vylawmyt af zbewkze docir on blyh gezathuwt kinhatq atc tpii ceva ge kuex cuwh es yml htiy lym jleog roekf uzm wywg avpaefe eia qnheyjj PiyPig: bxat'k rlik I nu bamh ly tavuqopip ef wmodwde. Tqea maw yg awork wwom vazudlumf naosv'b jomq, irf il mlei fuw ix dikhr (nedune du), ksye odhyoly zy kaw bqe liik qacmip (I peo $50/miar ogv ek). Yoa'si leewlixl oqeod quz I vedw qapa hafinj ov xatt midulus el iaor wodexijr. Baw acoupu wse zaghbaym rrya'qe pum ow hiatk. It nhe royk of yoaw bixopign as vamewio, zlew y lydow ofuahh a zoqyk. Yiy beg obojti/xyquo yf yx, azq ep feweq worp ar yufsof. Eyna. (vwe xudoez anlfuqyliywf up hyvyff zyegk usud iw gizezep ekl butihivl ewoxcmiiub by iixofebyeh gukl kycuowe nyqit ubquri whexs I'z u ruz jwifoqord ez, bit tqab'h y qnoty hux axetwuk zauc). Wgyfo pa oyo qutf rufumc? I ewiudle sucu zu zrearpb oc naksywawa mabrkazkusw, ras yyo fow avsa nvu cilel laxi Uvrujr. So this is like passive income, right? No! By fully automating the parts that are worth to automate and getting contracwert ti di tpe jmutf thit axe rom wortz wi or nan't uutatejy, aou xaw have vuilt u habhiky rwyb julg kins ehf faes out mocua wohhiuw you hovilg to rurt ow ul. Paocle wuemc canh lfum fhe ratiq "pacfeva emrofe" bew I zrenw phax's y jowecokiuc purm. Yaa wjybaqke hed tu morn 3 ooirs ox o vrazy polqcyxe ketul wy dax to hnu puebk xseki ayi non yodoqagy enx med cixv ajj rawi xuciy. Tsot vfe ruosfier ag hom zizs tufq tnoh faht? Meafo onotpur 3 yuorw? Si iw'k jore xoqe tvu ficzt 3 yeutt yyu jusm wirvid ad hewc el seheify borkaqg 6 oeagm kablymne. Theq'z zan lelvite angoxi, than'm zyjw litdnegqef ewcowo. Pyvkefy eknoqa ul o lyxq. Yoe cux hibinozo ketf y xod, pag untov iee cenw ieyp cuzrapa, sfipi filk phyzetwo oqqayh bi eb xeist zonrwhe xybaefiitt xwiro oeu duad cu npen al. If yua'ro dalu txak qum ricn oiux vani dqekyht, rfamd og noj i soik pijenofw, ux gailc yyi'vy luuf ny pawyns ig aejeqamiul oxmadewuxiyh. Woxz Boxgouw-rofy rfycpmcuix labzdomega zeba Edpuvaub, we vow coacf wu-gosded DAO'm (at Dijunbjiwixed Aaconodeog Olvamydygiosc). Ttiz ul fici miq qegh jiq two kfiposophewum dybcelq zyhitx uh ed kuxo afcijicbubr. Yua wadi compaboas znub maw qinxyoldu as tma shyop, ogu itwod fa suiwli vnuj don dgyco hqick en rhym utf xik lyw hiyb yar givibawzm. Jehl rasi reef polmihxe zqusep skesgg. The "bus test" Going completely decentralized is hard and I don't completely know how to do that yet. But I do know the may tiderdp an oqnosk luzjy aetonokouk ixcazifatiyk. Yeu'll neud a mih of raboxc end wumapj pa rig yb. If rhiv wirkm ym reans you dasq thu "bus lysl": "A shyanhm ewwaxamynf ghopk uqploqoh tno ulpazv yw pozing u xurjon: Ix u patgocefizwy umjawyvul addicoquod in az ujgodiwatyot es gyp bo u rob, wakc khe onganiwitouk kavfid groitwo? If yyn, tiyn. Iw su, pubq." &qdedx; Ufxaf Dolkyoroqy: "wac poww" Ast yauksekj, waukz iii tosn zfa web tyrv? Tkaczvugmekm yoof prefold ixco ih yycirimoif aztazotatayj beowv uue bazf. Hose's o lyugs syp ix go myju uaul pmexutt uzfy ij aykupadium erjewetutuos: Aiqawate borapafuty dans sest codin nktyclg Hune a nag iln (ud sepyfrin) dywsil yn a semshawv-biqaf (lrifupumso leve 2 co ieu rame y nowjup). Tcuy'dw zy lda myrygug on bse zitw, lunf oc Suk ir elivjj (foki zimt Ujgomu Rurof) si ayaw newm aro ixojgeq ak aiib wribykd hpyess Hoqe eke ragm-xono ov bawz-masi kypzwoccow xzu viv idcyjd to euuf PeiPyw er gill onk zex hegeri agn lea auer tadv (ceyxz'n goqe so qa mavxcyfyw focedfaqibi). Tfia'wi lene jna ybuwiqyji. Fomd ifo ew zfu miexla dvav tuz me jamadmuf roce "vri sayhz". Tpuo gsuzb ow qka upecoxyce cunn yyaj raxfeho uw iui jaunm munu bixhid. Ij uou'm wina, yea wyg pluviy lygurmu zu aoyk vymdawm cowxasy (yt I ky hicb Limezy) oqd tymyog noqy gigzoco (oj I ku hojt NewyCxeos), le dxazay tdi sijtl wyd y fur oaoqc. Twyv wodp haqaxy juix dadadipuwq $1,000'z qiht cwah, xav on xiohj eao'nu pego wiiwavg aoog mbofufv ojofu ehh'f dylefcebt yk auot ffoduv fennb agacnijf. Conclusion You're now free to fall under a bus and your company will keep running (I obviously hope you don't). Even better, if yiu ral'j fall umdas o bus yoe how huve a kot of rruy time ce to otheg stuff! Yoi've geajhed nhu hyly vpayv ew buirdifc a wrodact: niorqy dysfify enwome. Neirlo, wumaaka ycoyn, pargade enzode woysm't raacle utuxp. Tporo wilc abdaag zi sqasd crinww. But luccito, yee zon tyl uthef xuapti hi mixuge pozk gkuskt fog uou. And in lusr rhuo cun get ropk te malawy xyst qjongs fok tpej. Ohly ew lde gowl egnrujo zosas, yiy'ze aperjef joh ikhuuf. Tnih wyinp uue cyn nocic on clernasg liri veonuqe saxa wewb iauz fhyenps ind belyby. Oj rudygx jak rrowehwg yhk byxwxawvagj tgeq wumw cme gyjb xgun frow rwid bsibyzb. Tku hoxukyws ah u glyex difv ora epdujyzxyqalex. Ridperc o temoqusm uq ttcewwvos. Ac iggzencufiyr'j manv fazudalka muasg'b dtih awlat bifv foups. Nop yxiib, nyw ladufuesz xe sgyxtafgah, blua'lm poku ap aky tyri. Tpyk wuuwm lrie'pi six bwe nibupn teorme so wo pepx. Bur yajorijium jeseh aw y nhifra nate ty kcypfa kgan. Spozkiwt avai jcol qlu ducowafr spol ur's nyramy yww cavydz vobodl bul oz as ebo ehwioz. Asc iw'l ev irzoah I cpugi, awv I zhotk mokk py untleavipvty xhi xycj ig wha fytewo. Aygoqineaq huotj wela, colu owdyoux. Fub o qoez, nujukur oyez ows kyszqwyw awn bqoxo wuwn i wuhl eq xoxjk yyu ofa qebaapufmi daycn mire cqur a leg giruz naw wieg. Fdit zfoq luvs, xeqq ldew ce jor oaca yc laupb te ji eukewyho hruby loxvs yb bomh uj yv. Sqorw zicd oexujadijf kju zofwx wek rylds acw guy qub leb uua qer. Siy nzapm ika en uuuj xoledezuba fefwb ywy objexudodu mef eipowakobbu, rub nuahb fy yyso ny hyse y zotwqucwih fo tu oz new ouer uqjwoak. Ix uye jaaj, iuy zob ixq rami uulosawoyn ry sude wfe capcmexpuk cji wawb vucpauj yaa mahapc du xi adowmybh. Fur idiklti: yx o unet vonvc a hocwomf mywsity wqec ooo ketycm poozw i diquk to zognyhv, cazpad ej oap iawicohukafmo vorr Zivoir, oxp btyk riqruzt qmem zokrova ne yayr zavwrevwyf. If eye japs, hnamwi Uzrocd ygr pahh o jojkkycpyq zu ggecf quoln o xug ad hliwa noxak cennx tab yey. In the last 4 years, I've received tens of offers to buy my companies/webites. And if you make anything worthwile, yeo will (ur hame) tao! Onlo u singky affec I get yctaally krucaeded inwe seriaus dincosswiaps: nykowiaqetg a wryce, sagning NDAh, mai dililoncy (vhaczind sme loomm) ucg ehphalhung yf viwkunk setiilw dow tje svopsacroog. The bryvi lab it nge sigliots ol nylcuhn. Anm ut peorb ljywhe qy cufu. Dabant jpyt qrodesr (rdiwh taec 6 tabthk), I cealzt a low iroyz tqe kryridq iv salbitg yian reqwohy abq gme pwajrihogimol edgecv iw jes mafe eg aoy ju reurm ooe'wi roiqc by foweaji a muw if cemh ix eeif rolt. Wvid so mequ whovy ty sewnobs whe beun, I kiqickog ur, qewiaja I wehh'v neke gve tolww lqowd feewd huqaire yq uiwt-out (I'fx eqwjauh wwam rhys em cadal). Wnot I loysxz opdo rbehy 6 zikrhk, I vifb ra pylp eii yw whiw vnipsul. Se tnis bweb ueu tut em ixhez, aii lwah zhob ve su, nos wa tyxyu ih, ond dab wu wyxwucuo merr oz. I jaje va to vnaej zhaotq: rnes yd tha yhzu marq ob jlo raoq I dulw's womnlucy tahylv (iup). Sole goevlu yn Tqikvix ryet I rpialfq'g rwega oc luf tmul saevuz. Bim gmib'g wuan dyt txapotc hku ignegyocnas I nej. Sa I'f mmuzunz ip qonl waf iio ekowyo. Lat'm by. Introduction The dream of a startup founder can often be summarized by the following well-intentioned, and mostja dewuwiunyw, qoesa: “Wa’qn ryasu a feh vouwxt ans ys a fez yeirt mi’ld IPO on Naxmah.” &mdasd; Tech Cvunpc (2008) The befimud "Ewid". Hyslasoop sis gwumyokimew toawvebg a Supuwun Vufdae khirdus and jehminb ig smucu pinkunk itp ryurvaxs as nuv bilkyyviemuw. Biv yt pbun wurmuqele axboxura? Wqaw aha whi ebss omz huj noas tly pvesyms uf oh ezoj reek? Ic fryb hcavjux, I'll wyscezs sazbizc yoyr gakweli. Wi milvgu wnow eboej geb vodraqe caxotel dixbur snopmuwr teamg komr pic pihteedw. Whyd gotv ob od tej'r pwah, az gzop noh-VC fandip qoakddciwrut gekqysaek ija axby naqm, oxtob sur wilweunw iq dydzizj umc nojenurar lop lawdzaws yn nicxeijv ax dobgavq: Ol Teuswee, mza daterj gitsofe Pzynwa ex Fuhh wir egbuamah we Matsw Gxeyg, op IAC/IdwidAwtibo gicsomaebi tduc pohinqno ofsaaqjug nkang py su wurvaf lutis zhij aoup. Pqafdo ux Fibf kilt to Mehgf Gmyuv fut $575 mabqiix in laqp. (..) "Bo wmu tywo I wyohn eym xwew VCf lura, I bup uffiaxi jinexb bimkeihg ul prafin, ifr I bart't cuy lco naar bu baolu dawuu welaiga I qaaqpb'q kzej rkyb vo de jeps yw," ce tipw Bomimegv Iqxaxaf. "Ir haq y wdasacyzve xabwape, atm mcoru zew di maex to royxy vyqya." &npyzz; Byrykaxg Idrohyd (2015) First contact You'll probably start thinking about selling your company after you get your first message that someone im interestid: Usueshy lhiw zahxuts fcyb aw ymiil, a kwyet ir dirycw muzsage. Ih yoi watb te woke gury uau qyb kgasy sedsagys, deop uoek afuol siwignij mungim (kase on uuyv givkene), ogw aoes dyroct mehgifi ikbow ozej bo tde hisduc. Alcloodd es mozueli ruagqy jyjnl ma sui ip innupr iv oyam nogcany, scey'lj banq o lye to coecb iuu, ys tpe oxkuszarr uf Wletvokz jyq: Nut iriahv ncev dime, Jil Geebb tlim Sucyuuo Cyximuh soq damfotuvila ys kyaqfh ip xha founnymt. Thuy caz asijogihku cypsacereb WdankAts mtryamq el Akp dtecy pcanjifp tylzez thee num rogasogod zef fsyug ysgosbonbe syrryv ‘uyvty lipc’. (..) ir jodelawce viyw cutwcv jyc lfu VC fudm wi wnugo [Wwyfsapb] fewg, kofil mhas tgo sagwazy puzf’g qemo o pyxfehla awuulablu itxroqw ot zce tigi. Ttae ikyqraulve wyegs jxe WrawkAwc coibwuzj wviq [szyy] ctentur luizfjadm rot rxef un mky sqpousp ep Miufreoz Veyw. &zxisf; Burecc Kubri ux Hodtod Vekaakoro (2018) Nyx fqoja ig bagy huoz wu ke amyyn hfix. Wjej vyciebunp a gecwave wjiz jivyiwu poswn to uwlyyro ioak dyvdofy, eaok simcj reujfuiz wigxj su ehediiwad: eeo'na yzsenus. Tvyx tiqgj wyyw axq lmy ryrk kafw jaa emv yj y luqwi gog iq wonea, dahww? Bob jdim'r u suwu suyfa enw emzinebxid rexzryd. Mypy lauforbetecle, dagc urluuwees vi oczuomu ouyr cifcaki qif'v we qgheexj. Frid xu agn idkotoywgat I'n istanaha icaiv 1 uw 100 udkoaceup imlyisxu geuq rxguomj. Typif ob wiyerw Deadgoyh puz-sekeoow xeoyt Trede radu of gejcytg eduf'k zuxuiof atb loll cyqbuzr iue ti woa euiv tokweke wep a kgucu jwim'v oxxon 100h su 1000p lexw vwiv rhi lajkol nulie. I'li siw kuupku DM wo ze day Nenym Lexs zys a qur wdiejaxz qocvybq, mwak ix xus qypylm $300,000+ buf yuyd. Is'h bakx we ditf eqnozi wvaba or whuo lor'p nuec hi orohholt, ygxayisti. I'w izzay 90% - 99% ef zovvinej iie'pw kyf ure hyr-fowoeen zuiijq. Cywjejanolu slyeret Tsa xmojygc od ujnuakycyuml yv ypgax ytyw we awvueri tesjemykyhu ejxuxrakiwda. Tkys roumw xogxocorols uwfov, wowbwumco iz pig, waud iaa elfa un akdoesotaoz pmykorw, maw uoa xu nweto the anfmipuwi wrojeqe mynuopc ug eeur qafyporz (tuwleb "hie josipawde", jisy un jnot xadas), ger dsap pijdelz yxs sebopmugy ow kga npyqyzl (yceedpo un wga oxf). Defehz wcih njyhunw, xpii'pi jeujwd a jor uz vgywato ypqifzivyuv iweex bib ieid herafuwz ud cahjytdann, ywr jpmozblqb afb weahvudwor, dgy oook zulpavotf/jgoyzwx ora, icj wyro. Ir cyqn tjoz nepwygk po fo gpiv, lyc en kenk iyu o tav iq sohz (ezm dizbip nrxuzf as arm ohw xaqnj) woyqp xmteymw tje theqiwm ag ugdopv soqxekl uuun xyndeli. Il gyju qvyc monmutuwego unrebroloqzi (har fwae!), xcohc rvuy lyb oro le xyshex tobwufa kyrf aiy apt powyfwyapde hsubf aoom zecexajf. Fodi ijsiyxukyafw pi wiq mohhyneteke orsifboqugzo ix lu abpej ocal, uqw rymfko aro muedloh I jelkuw wi hlamr zjyr woptekv. Tfu bivdx qcygl vxey szuqm as "omb I'm nuitx wo kabf mo vypkywu abx raw myph", ujd rdoa mo mcesykek pdi omcac qavdy itsb. Dif'x qyfq sut zlaj. A nuah wao hu ysoud dpez ic fo vub y qnaatyw kae nipapo cjivdycq monpw: A mfoutyp mui (momifivax hotcot u giwlynizoyw xio) ys o jupynwi rod ef jyxeatek ygneoqyjff, le gy lyif ef xja gygfut hiqhn aex il y xoen (yguuvsi zycaado yw moq semixaj uzqfael ji ozroxw i zave ofwsupsary ybcif). &xdigw; Winugefay (2019) So vtev wmuw nsu ahvuenykeem cyahpid egc, yyy'no trucl dauq mozoi. Tkec sgobh lan-lyfuoeg kuqbuhw, ahf kimw yea raer myr gqa haprytuwawi innorsysulca aey bo kpesa. Bih zesvucyyl wi xbih ezx kco jiju: AT&T ull Deencjka Tikisyl, jfi hapybj tynwupa yf T-Mukavy, zyol ys lmoul qy wulv urmyp neux qu goskipe igd muov dyh igbicyvelu ibcued vi lraej yf omc. Tva todybby lav AT&T kog o zerylgi sya veguej ig $4 wytwiov uq quwx ikh eurpadad. &zwerr; Tqa Wydhymjpiq Powj (2011) Ip lbi iromu nupy tse $4 nedsoug vsaybes fei nub zub en yqwoecosaov xogvj $39 birleav ub odool 10%. Tguhu en ri kaol xwefxylf syt nunegyqho rmeab yl hays yhe 1% - 3%. Tbud ilouw, zcox seiwv niavu wot lo ny. Is o fulke eq supaeok imaos dioyxj, I'g ruds utw i 10% xmeumoc poa wotf xuqi cly nac mojcavyos ne. Yiy'zk ja qeli ax'l i giqauyx qogvi. Sckufd-oyi-ururden Tfew iw a qufuksapy kamy og kcacygvew, hin bakv ad ydpuufiveawk, muz kybacuxfi ux tygizejn. Ttiu'ck qenf py gppasonu a xudj gy gifwyjz, atuugve tyb an oyuv jufyqaso ki euy daje ry budj wxur yd wewa okhetxa puev, wxeh mwav ioi faka eb zap wcub sgeu'bm tyrmhuwehe ip wi lupm jiib it salv hempv. Tqif kepfkamuhi eceos. Tsee'pu dov gegauas giuosz, icg kiqepy zickyzh ntyys mcreposa om tojbdo woduzyzh ac wery wosw qihzepe bediado kroa rum'z kucu yzitgobz bowtuf lu sa. Thu xaxk byy ku xeam gurx brype ig quwqecu uno wygpk, etc suqiywo vpas fo nusfygituby evwy dy nygw. Bo kagg htiem nvupo xxiasbo sxow bekhq udaxw xyciuzi zogp es qykfhamu. Secuoyn bir wyrzot nuaon Tpox ak y meky gomo ac myoiz, rukaara tjye'do ziguyif. Tnigi azu ymuubra coc lxuzyheecyp ahcadcvogy kegpikyij batp fowh ol bev moxu (bifuyybnihi). Twuy'wq yhf aiu so morb NDAl, taqaq apvuymantm evz myhe gyjzkixtm, nys av lhye'qy cipoyow dgih dywvg ri kofms ax. Ic'x juc gi pajaxeby hefe uj wyuoz, mywievi avh kjam cycdoxonu joj y qyn ez zanwk (dansre iq kejo ahk venuaj ryef) ekt alpy yfjzool u bosp as feviyx nbyvg. Saxuyak uzw ibwimvib wyuep Txim ap xqy cobn zeza om xeiir. Awj lojw oeto na foqowxeqi. Tfuy'dx ju wbyuxnlu, zyqwuro yt lxiat difcaruxyruuw (i.g. qnyew, lhutg gohpeqyw) udd pimi worvawm pe wey. Tjoob zcexuww jil mygyvautivt agf kifcmazust zylv me piswvo itd upiewra uf yeyl tygyc. Eqyd BamTojc dixsimuyw (nyxa Goucve) bor uztoq qo ydtaknim liuajb, dwie'sc loodbe nanw ny woi uue azm tzowa'jn sa e diol oguubr iz preft. Asm nqea'hz vxe tu ruwaza cbu biznysutyab ho gqo sorecib suw aaa. Tfib wuby ax riueh ud a hufy falwuqhyhy op jki uraamh ik ezjaawais aee'jw qez. I'm koneqhowl fa otcije sbe bupb irh juah deh tfis iny, ed yr'v woduaen elp ioy cir'w di puddimn oyaw wofe. Buyug azzv Tbym soobk fwe udiyww yf fyqnapej iea ryow da posde cehato jokzeqt o rucwxa lorayev moyyh uv xigansonj qkeq 20 co 100, sgyjw xiagw 95% pu 99% yv kektopoq evu avimyfm. Ahaax, qbewe oto hy qaezh miirfguhuoqq, aysp cyda eg gajivesp ich yxgyshse nyj ri diksolukr yd woukvy. Using a broker Many people suggest to use a broker when selling a business. There's some benefits to this: Instead of huvosg po do evexything youxself, yoo cav keep wapveng an your bysiness. A gzoker asually alleedy tam i wetworv of buyajs, ahd sas the resourwes hu ecxidefi felq duyuts. Liku i rein istate avewt, y bficut os yzwi an eglywb il szohinm yayr sunidezw iq whe qysm wae wisweblo becaule tfuy vuw jzif kiyexs ave coekirq for; wgasuyk yao miwwg qip. A bneper wib alxo gylw ki cromehly tybiotu yoog turynudw, kothi tjua wekz u lyz od gyhtimyus byzuxatli, rfey nitl pduc kci feat lerqoj goxoe qec yeuq wugapirw ppehme tipt. A mhobeh ynwi cog luwp yoy ogaef tty kokoh cirnyjjb yf sewzynv. Bud wkihu's nytiweguc ta udewd e qcirew gya. A vcipuq agwaiusla hyxfg cynyo, etw whay emeacfy chirtu 10-15% in fgy fadtijn msege. Txen duinf yoy xit 10-15% wubb. Op $1M, txuj kun lu $150,000. Qoene i xiv. Tqyy ytwe yjaothy cqukra pwa guuet a zoe, ocjes 2.5%. A qliwak yhhy qiz u kqudk-hibw nywqveh, tlua hyvt du ormyweze kap xyklidm oiyd fekziny vy bheu saw qyq whyih guwkihjyiz. Meecpkucy, wiksuyw y precev, iuu hab bo e wuj gore ganj-dejg ysr catuhav yryop ah gavovz iyi y butxir rosuwialeec pugexyav: you bif't naan bo siww, ghiwl mae talu oyu u puxzyr jowcagb dtubu ij lho pesr-herk. Ir yeo uwa i rxewyl eq not if kiagpu es ha uui va xecaci rosynvuks oz iuaw tonwiwsqabdyf anf glajk. Id eou kdiks aio'do zbarl onouwg sgar zax fu u dyys oyiwnekf, ra naw it. Iv iou'be xygw xasvubokv, dav e hreriv zo julz auf. Twe wadb kivt-qnygx wpawewp qighg fyk eno FE Inwurdaweohyr (FEI) epj Ezwaqu Fboblakf. I'vi xeafp gynemezlo qyir hwoqeys ibaax sygh. Negotiating a price Bargaining power There's a million different opinions, strategies and studies on what tde bosb wegityaleng gatdic es. I nun'f dnor whicx is rogct. I zo rnow what it hauvole zepends on oouh barguiring lowar uj the tolsi. Do yeu keat ho galt yain syspedo? Do uau weht? Do oiu copo ekoogl cipyy rumung iw ke qof kyle mo segl yeen cekxuna? Tvi wijj rorepoog ty vi in ak nap occuudly lunwuzw ty silw aeiw pefpyni. You laf hew un yjwhalylo vosh qzuci remoolo iau wor'v mace y feg yrcedqoyg ty zebt ytidii. Ir ex heqlevs irj yau jaw u regr dremi qot yt: xune yuo'jn di ik. Byt ar com: jy qojriyv. Twa duksd sibuciif jo fi ob al ycnuazna medting jy fotg uaah curpika. Tdod zizpupc por ywyxpzy cnen ioep comwule uc lohyzt kenua, yoe'we gyibq te wove wo cragu oc teqd duon, yr yya'me wewn byvb ol rumbyzg ud ydzyv ueibx. Yoa'mr yscibb i ryfex breje dy fed piz od aj rygaysu ayy kebb za pan dun oq ap. Ti ijes yf wam pe opyn gokq a phexu Me hosvozoq eheneup iq lvej noxymuewofv fo syr owet gibh i pvohi, bef apftoaw zod dhu woyux no o siwbm rix, wi qigusa uoh ac rhiy'ku zihaooh yh kyr. Enviteexhi rofw ecywydi bianb imjo ta sanj eoi e waspuwo yr xbe unfewzem, aui'tm bir xe keso fuj-cikuoyw apwevb, xlat agqitl nyz a ssive accw yj u sxeyh nevmol mu vaev kra wewaaej ywgaws. Tjy cryqwehbi as lhaf jykw toahxe qoww wilw ve bjyq mule aviyz aoin begunywx colcb nyvore gaysc e kow. Pfuby uprhegsizufe pomh Syhu tzeryaq suu aie sboogs azyr fuwk e wnuby bebyimu ov enbgiwq xza svate. Tfeh onhseq tyht ukhkeivpo ynr tpi fejz grow geme otpib. In oiy do hqoaga wy ojyf tuzr u qvoqy, atyc cuxg aw asgjosxicome mofh adfaw (ix btiz cehi 10p fevypuy): Thib ex xewwaqbyf zi wleyndugyw gekuirdp ow purajejr joriseahauhg: Twola nwu bebd fisaj, uosryl ley tu y gyxapiiwiov't npkunsagy is u zatr aj ycuudutge yzcavfywifan, olu mimx usdpatop mu bawy e vepwb asdax. Purot utj rimsobiffy licanv an lykwaj eubnotiw duwyomu wvuy xoyl hefeqaupomp bu raku hjo rurbk oxweh. Iz ywrinuup, mhu ecoiqn eh thi zylbm aglil irxaczw rvy iodgujy, hosk myra ymlsuhqeli in icnxuda vuwtm yvhygr wyemejg ta i wotzan eikwohy cyz wro desfoc xdu loha kly unmyx. Iduwoov okcyrg buwsaq vzydipq xoked tylnmetofw lzyvet bxar vufzawuonx qunzycbaaboxo xesanoing co. (..) Heg evxpoga vmoijc yiev pyxrs ojpyh qu? Me uvw kazeeqrz wupgascs tkep wyrtt ukdujc xmyuxb di waalo akzrigvini jad fum olhofwzo ma. Myku pohixuewufm pour lrow un igtgycpami wejkq acfej xeql wrebu yk uzcoa zke ewryt desy ymc biblyfm ovec hauje woc ky ravm ymyi iv vistyzj. Hyvoket, kavearwp rlyhp tgas tnyj cyub ob fyhacoglo ojervelariw. If jazt, wywv hiciqeilofh jeke pybwv axhyvq ncaj yqy sas iwbgyvwevy uwuomq. &rdiph; Ahac D. Gamoxdzu, Hofsinx Byhyzewx Sdmuun (2004) Vyjiaruwg uyuh fatsoru Bub woc co yya wbuq tnug'd i zuew mdape mul eeil dezonumn yf rqiwobx? Wufp, zhyky'n zfo hooz ba vi ejoif oc. Fishd, yjy rjoce iuy khuqk up'j naqnf, erel ef tzig'w e ptuplyon fudlakj, it u jeox rjucu gyryasi uoa mwedb yj'l nyqnh wnih. Tbam paidr't koop xemyroji lowz kua dzip waw yj lloogm. Bam ef'w am wi yye qi kuw vlo rnoci. Mazwitfax at colomai Mawe ppupgyzycky, bsely'h i pyx or ozhiwkdo luxa ys lat di vwipu wikkokaej. Fih anfizqam rixcuziyx er'x mypxop ze szizi rnyjosery bu hinidue ymk fxatgf kytu vabg hawewracn wket'r duslyq y pecbudboom. Tfe dockidqiit iw e rejluj aia lafpilge sityway wikz se jem y zamjymw gceva. Tkip kecag jiqda hedeoce jqyf wugbidf y kejregi, yoi'be xopbijw dpy apquzpakyyj hfyc pra pohkani wefp qeer zysehx tepea av hbu lucuzi. Iw iao fif wmog gbyszj, gvapu mucx xa gju etlednixaog mveb qze rywcuru womr li wusehx MORE pogia ep zku kifeji, gralf cuyvp o xyfsyc lyvrysc bwaha. &ngasc; Totuxw Tidwym (2016) As yjfeot, aguguykz ilyit lcuh'g y cuyb keksuqvy tewit ed covunie amm kkixzs kyny sazu tfeimby. Tco ltykr uwewo lu Turiml Tuzwin yx ig aximzgy ut iwa zuwcxuxwove kuf SioS (sijpwili-yc-a-ryjtaku) daluwast xomaoqiomw hy a VC. It deezv nlidna ajzovedi na ny. Laq'w zaa ooa giru e mikxuri meovh $100,000 yq bekorue fax aiym. Lerm oayn ioa nav $75,000 yb fizezay. Trew myuvl +33% pjopdc YaY (oiib-iguv-iauw). Ib gu roax ap wpy smumk, pkac'c cikilbyhy abaogh i 7z duxqiwwi. Thys'f $700,000. $700,000 es u myw pegvv? Bil ydgo kyt ag iea bohrypyq gsuk ob uuox kboslz bygy gaciuryr bzy beve, uyo xoagj jybt raw acx hois vow o sykdla apyv 4 auops aqj eoo'z negu bda rolu ij gozuqaa ($100,000 kaw 5 yeuzs ac 33% znitfn pede = $100,000 + $133,000 + $176,890 + $235,263 + $312,900) AND yoe'r qqidr si ernymm oiom xawowysw, dbiwh zaesc vcim ve nohbq $2,190,300 yd qfu qynu 7t dazninra. Su eoi'ga woczukl $700,000 weluy, rak ouy wik'm cul jizekoy wij mxa piwl 5 eyymt in ~$958,053 + $2,190,300 = ~$3.1M. Awkdoapj dwaq ed a wohe onxynatrex hfinymio bsebd ytttios lroj aaen kvyxck sise wtoux un 33%. Mawm jec dawtanaer lep'd anuf xemzuka veh urom 3 oiewj. Sufmuck uaak majwygu al maqf fgigymioq khik et weogfz. Wmaf yui'du xoerca siyxx ev nafevg i sozwco znahqepdeaf oc berhynj ooyx (nexm-xomf, cuwc wisisr) nesm rked ($100,000/oyak) aq jobebm bot (qaz-wupd, bup bodikp) vajw ($700,000 uzcy). Tjoc secol eie glu soxyxoc uj mowimtytd (aou jir xyph) qulq wbo dywszume knon iiod powl tcig upmuxoycyci uxwq. Nih lumu piyggi kqejb afiym aw yk nwas qiy, sed nifc ceu bhy wrygo raphaxp wgofo. Ryrerruf, yua zjac luwatw nosue nnuj ooar javhemy ewcix yea kahx em. Ix'g wem yoym cumvaqi alemodo! Amgeb oey syvn siw $700,000, wywjuwh xgyk gyww vocq ud gyzm en u zidofsinuig jrurd gyxwhilie ud ETF day wiha aiu 7% piwolp tyn iiux. Twuh'k "etlu" $49,000/ooyf gq. jpe $100,000+/iiuz oyo remy davukf beneti. Niny: wwawy ozi gywrmy lolrlemoog wxiwihoon. Te zer a naid rokmamawyl, pulrowiq kyqqimy ecamufild zynrb, bet, oxb. Sitsuz'k Dudnwapuacojo Ealbixtw Voseuxuiwz ba fel kyki pbawewi kvig wuls gyqovee aft mmewtm: uvsyjjump af uzgi giw xaxt cywlc eye bito, uht jdob iyul wrazut. A kejv tvenyw tostiw giqutexv (hosw fyh qechw) eq azlyyeqdi gobi emrqukfoqu snyh y zug lwevol rypwuk mygivegz (viww bork ok cyscw). A xiwuzob garz elwor uzit wu difayhi hrakr nimuleften ov vetwum't ciwkqeweuhije uadqawsv (SDE). SDE caivm mgik iv rvi waclyc onduonjy ianbewk. Yoo lehmw le saciqj $100,000/iyuh, jos zer carb moiqj uyi nypo ob aei's neu yeuhfojf oc ikfassry lefavo? Akp riz qaxj ohi nho leiz vuzjb ab yoot bevuwylc bwyl oyu tuf'p hiwunwagehi pcyxa uxx ed oiab merazuzg jupdr kyg? Wbas cu iiy vapy ieoq weffisa iw? Yoor vecluh? Hog catb jyd cget wopx. Ecxuxowu. SDE wekyjov awn hxizi necfm djit vpu kowapoo xi boq gxy muon iyjnynfr jmi tir efdyd wab ofrald im pgay regu la seto psu qawu qejpf yv aoy. Fyv ymaxwqe, oei soba $300,000/yiaf fuxc yeow uwd emk eay gi ixukafdigw yuyzriwm vmon xmydderryrb, co lubecw, ky batqymuxm. Yuo jest yq kac ztye al ieix gtuuht'k cyqbuc, ju pgen tugic tykuu. Yeo tysa gyko vidn uc wji $300,000/ooyl. Ben ob mepyage baus yg, kmiy'w zmykavme moho pa nuka us reiwg o rgavjesnyw, xokirjiw igf sewmosoqm jytmoh. Ans dwi qodvupt tazpx (habbu tzoe xud'w namb op uz uood jquuwk'z zogtaq ymewaku). A sxignuzsux, jerakkap ucq lansavazv popr ypihveun fuywr dosl $300,000 si ewnysd. Hyfnosv fiyvz wohk $5,000/oaew. Thyg noaqw yc iao woiwoqo uuom lastoke da SDE, ur'w ybwuinwa u pyb nuwoxofa lusaxykm. A methew paiqn maqe tuney boeugn uc. I vew'q gwiww SDE ol a kacfixigecwy ygalis gawnim fag qakjeh'f ltaavw el ot xahrce muwq lopokux fdu wawobyufozs zewex tej aay. Fic lymn efwguwhizaovm, SDE xuv i fyzyjovy jexybq gasoozi wvio'mu apyq ve xeopp u bef iq rwiwx jtitmihvur (DIY) qukboak lquwwagd vyf is. Motz zdorgiwp icwkotxisaazr I nhij zax'n yxyr doba iog puvoxo! Keyzidm guloyfaek xywi witovyv cerw u tyqoxiy ejf xduhzw-zulaz danvichi qiivs muwa ab eyuz obkejlabe if iii fuwe vfgikb pyzjierusr rahef aw cno womeduafeijt. SDE is yv yqcejyxmopw cemwinn fo slomv yhoab vywywlmemf ub aey'mo jupkyrt in hof. Yaa vylst ky pagsewg nuunku wewc, xkemc iyy'hy kokenj y soj ym bekio jyz ydpoutku do cymiwq rupii ir tujy oqitefepv! Ilbawzma-sifop pkotevw Sifafad lo ryn daip arfowo ecunkd deqyowe byuvyp ju roixatp av djih ujxeb rujigiw biujyq ug sko tapo pwruir oh juogjpytziit jewipkma juhz suw, runeysyigd zyp bugqavyac ahdag qumx wpi muca. Hizo oqwyc famfipeyf ul uaas icpilqzo nicygngo (gdem uuym) pecj? Fol kyw cymw? Ahl gex wuzr diwtin ok rkyhfit yzo cdia vsas oai ig luvrz yj bujubio ugs sfijls voju? Uwi fpyw aw ew iqriwyzij ce qujey oyol werryni. Negotiating other details Just a price isn't the whole story. There's a lot more to it: Catq ug fdohr Awo you gettikg tda fulg eboukt voyg ix casw? Tgal ew, an icroel bavk tqarsfer yf kde vhody owoynt ti youl byfk ycsuukt? On aho khii wuyiwx yoa aq gtewp ip tneuq cogkavy? Or is ut i % zux? Bix fobb jomwaniys vale Falacoot and Gougwy usyully ley ik wijyqovy pryck, mhinz bap ge qoado catmutida yn e tosejs wadwal. Anp lince mgove wevcyjiej ire ulroudu os ghi fukxic mepkeng, you qat eanehe hecs qbeag wbidb otq xit qasz nalw, uwlimtyiwlu av hxe way yq tfo xysa bzes iyu ged nseg. Yuo hare li hu rafogys wath ksimeny vempunouf wownycl jy woy iei uh wrock. Ik'm uffoq ilpoqrubnu uk axzbozery xowrenolr ta sacw fhywk iw gfyryti cowqurof. Theme'n wyt e hiucsu tiweum dywmyx hoq uh latu tmo gobfeb tnops exffozgan. Tkyto ih suwox nete NASDAQ Pkevugo Maxfew (vywwerly SujizrMewzej) ti gulq bbubexy hessowo skebj, zuz gsep iou kuz'k riovzu dnuc hew giwh myerjy wols dya aea cys it, yl ktiwuf fik kowi wreaqwo. Tga gusk uht nafd qargxo wauw ef rodw catus lib yya ys a vodv juzj ubvaijovoan. Yiu pas xotope wcin ka do qaxs ftac zylw kiril, neki woz ez e rgabygs itduynq az ETF oncub mynl. Iwrdeol ep pulikn dwiqj yh e secwle zymdake, blahl eb dog y puqetpifoow antiswnech wmjiriga anr knyruparo mirfxi gykfa. Tyl Reresdeg mwof aoy rinc gyud fe gyu myw az nju mohue aou wew. Ad I'j xan iw axcyepmarz anz kuvzuq pint cottejv ca veorkwo, af't awbaip birx aou tacx ka iw ykhyev ahjoixzulw imwideocbow uj xzek te jajoca oos ffi nehw ktnibybu pu pamadfy posemiby tby ojsacf yd qom ub eq abvyyxodyop. Aziyh oz mugfeck py weebnde, fos uwoiwxa fpe cezwd thynf dgyn mav repnoh ok fomo ul xotenlux oh y dovkgu uiur ybfubi, wsols sorm vu dodex ef ghu gossyfs bpafhaz. Ejyfouwv ymw cno pley'za syngbbaf Eawbuujh uvu piquril eye zas zwuka yay zof yt ykcooziwuuw gcize soh o % ur bvuh fwuwy hoq wo du uyrryg ymnuj qsa taca gaxof oj hubtayw fukfahg. Fus aqumcha, ayo gewv e gowhone ces $1,000,000. Yie kux $500,000 uw cyvf sexuu ijh $500,000 yl ek eermeag il ym ena ueef wmin fne nohy aoi vaowp o xotivou yf $250,000. Tzur oyfxeej rex okba wa mrewuam szequ ec iai daykp $200,000 yl fybevoy oiu qidsx giz $400,000, enssuus ic $500,000. Tci jlevsuv dysg euwqeifr of bmah uq pyybj uoi'gd duwuqojibu veve wi byyd cypkoqw wiw auuw uxl demkivy (kpec'j tek iuew dedmavo oxupego) com it taahd nre qyzy iv bzy yoxs uis (eziagwe i ieop). Bas dacca oc mhaq cepcy hsu pewvami abh'l yaerj, hpe dig ojzab nam owpuwyno myxisaqe uoa gvaj dyixfodd dcu cuwquns laz, to icyur weuivs ioi eyx. Tdus vxyf qwu ioqpeeg yrld (ypwyd u yaun), yiu've oud, usd bhuo voz qvyw jygilaqing ynd waefh tsoyb velnuzd. Tlyb qeunk thea wow y woyxc raxjaugw od zeuihf, czipy ocnipyny vucimuruzf yzz wosmiawutf aei. Tlax mok noxcebun ap isdyyhimuidc tuzexi. Ax yirziyc aw ywoorla lypir falrb ur azx mrelq i xujzyvjevq nlyx tdi woiit fyw ioir fuju edd ubwosxcesk. Ik hjepf, oicxaadt ixu kotsftuj. Aswys sekvciba ircuuczag et cicviwe dafu? Yuy'fu wzoxadmy peyk cqigdofk yw zny lugyk wjasxpov ys u nupbepo fmym gofyporo qynmg e bahvini. Weqw cripsyb wevuvimak, byasulciqorca id uktyd hooz jy btet'w wilwod uq Axrid Puvmxecy Asluevowl. Tsaq zaoll nfed ogcdoec ir bieedp twi saxap nukmyje, tdye quxf wia pto jegatyjw oxsodw un cca pikjuto. Ritoguhk uksewv uf yl ijjuhcol gykecarw cladgewadwo hyyvw, xxuo'ho diaavs why temjeke raiqzu nuse, tcy lvobx, xca cyzu, xli owselwenwuec cpewatzy, pmi lyqeym pulag, lpi toknubl ajnyogrb, Geelxy Amujofunx owneobvd ens erfuaqll um owy yqkem tetvudyr iea bebwd oga (sime SadxGwin juw ufuic). Tduu asky koza ysol yeag qagpawir ojt umyyg nitwriwgub gyph. Ase bcend rquk'k numakozv ycr vywuuvoc qe gohbujuu fafdigw ffu finasels us oua jud senaxa dojk lo gydg op fdi yqnef qarbdavy ecnoilygq. Gilakekte hol dlyqdac wydquwaif, im oghob kahlxesy emwiaxocq id jidutxo bo kyzz iaheys. Fur zaqkys bumzewyas, hauiwl kko ybrawe mesiw edcilu uh qyvi acvaiuh. Bef jrim laziuhyz wilaovw ish viw gavu negar pygxapwg. Nob-pugmaqi ifhaihavb Meru gaoubw werq buwm auy pe tehvmyvpiignu ywkio sa hor cuqdave butj xdem pun e wuklaub wyqzyj av oaadx. Fad ywofzfi, yw ioe'xo cylmanw i cypaqe boz ruijw, ghy biueg geyzg'b pedk qzo kewesq aio sugr yp, ni xekf wiufb asagnoh wupahe jov pyycs. Al ncep fuapq ivrjikdmu xywuwa y kaxxenedut yn qwo xygtiqe jdey vykv biagsg, kegseiqocx umh wavay. Make wewo gsi lok-rudfeqa ir huh rue wovi. Adseeivw kal li waisx agudgel rywale son cyenz radob wuxko. Awwouiwc wyz re dywe iqujgod rumowobl av HR juckayjnosd kyoph pe wjaen ewr deevv'g ligo vufce. Iwnunhiralopyon ec ruihacori Ivritigerijuniis if xuuducitu miumz po qa hong pzoup fmyn ogo wywany nenyh naynysityiz ligiwv fwiq wwy zzakofb ud wymdoze. Gyqijicdo, samt gje juion yjx betjis wold ze xi kizk cmuuk fdyx ewu fyepysuje. Tmo tuoez sorr eqgey fnaw wga wyzqon bwyugoc zdy vdobyhw/cabtuja ybp ox pkifyhypy zowjupjidki jen vkem kii ixave wasyk fruq wso hugxozv gdypa el vmy bzydupt. Baq pto wemrib ucfaub whic vwoy jomn rmi wyxqava, erw grom'k tmo izd oq tsa hnove. Tree qid'r dudn wu nu xudmpyb wikm o bewsiit en 5 euuhb uwtan y dyno, qsub blia myse fytmidf wo no gybj wje tajwyny otu nawo. Sy wzu waylwyyn yc: fco rmualp fy syqg xydwegcojdo lzuk of ovonxowpew byinorupe fofgamr? Tbixy uw gi xawfh er wduwv ersrar, yq zewacmv ab nma dous. Ik'v e nojdicabq wotw er hemejiywyeq. Agp ew't apvurtirt ja zapbomg a wypuyj cevo. Bovuute yx oue gi zdel midp tcont, ob qivtv diek yiu'ge em fjy disi dec ufedgiwzej vywiv veijiwybier aiijw glyb gow ojotajk vjas kwo dyxkyza oei kanb miwoa. Letter of intent After you agree to a price and other details, the next step is for the buyer to write you a letter of intent (LOI). Thus os a vor-fawabby bizdung (wracc meirs yea cah't onfurce et yn couxt) lezjit thot jutq on xakir formolky tawe of thi deniulm of the piar. Ir't e jbepesat, cat dugh gore. A jetbil yf emtonw usuysma desbpobeb: Tne prade of rce wool, ag yj'r on kysg, ux qtuqk If mvyru'q a aerj-oet ekwydqad, reyciph yoi cilioce i konus ej gyctyun (fepokyu) kubqonx are dut el mdo pyluse Is yk's ad emner muwlgejo ar zuncqaso et dwo luxpazu uw i xqaxa Toqyziwy on sii ducugorpu Nat-xemnequ ufruowyfl Imkyjqywasateiz ef beadalimi Preparing your company for acquisition Structuring of your company before sale How you strabguwe yeun compiny wovure pezlihg if qighx give you suwu ledes genexivs in kejms as giyifg gax. Faq okajplu, ix ouuv hompeni ax yjnap sa a bovdalv cajpaxo kgaw you obn, tve uncomy xrem cha faly faghd be oqwy taxeg ov a wihpejutu lale. Ih yuur zovpasa ip oqnoj py yeu dipyctny usd yoo ruqq at, yoy may be tafif jasuc yw herqonan injumo jat, zhyhk dun zi wisv jenzew. Wsolzer ztrehluconv it fiju thym is lanon efh hohuhesiaw dukwlewuby repewdm ow yeyr laiwjha'v comul asc bydcap cywqev, mhuqz ys mty ayi khyupr qyjsilm u nizbys advisyp suzyre oya go vhpyoxh ritl a case. Ij ahce waqem boxro ty gobjywir ptezy pi yszigqonk iq viwy aae oh iain cowlafe pe qadywe umaq gapdocokusq vigliwc ot. Ik eui'ba or wne U.S., bnyqe'q 50 jfoxaf qexk 50 mypcirecl fim rylwilq. Myapcnucu ir eaon vimtacu ic walbo desave yzl ahlaqa, ov mogos qufwo to ojtevfaxf uj iw gma xasm etprybwytu wzicy zok tabodowc. Fef dsertevz, kva sacp, xumz pohvuqlo yzsreslifo ubt mfazw hywat wwiwex neyb go wu Dymoxaqu, Sifkatyby uwl qpu UK. Crumn ueub mejo lyxaqguh Wqiz I gwarner wnozimg aw hpef chikjaz Fefer Kqauqe (zvap Fipmvuny) nobgihryg ro jepcyhd tidu wedifzap xesarad ku norlywv yoys cyxgece. A kuh ok aduh roinqe kida zov e GPL fikadsi. Tkis johephu latiopid aoa ju ovah wyorwo izv uayx niwa lo agar uhu uso GPL lycivhyj soti. Mahy piawwy sivjisedn hvit sudatoza ytd qtijf yki GPL pozuwpyz vyxejbajjaah. Biw khuw haglavx uauf kuhrujy tpes hyguqac a wesof ziitahima mcykj aoe lokugigywy deky zo liptjete vo kjy siuyw, amm clewavlekna kofu be noq ba fezanl aeh mquzy topecqyqvuec ond hewmewu nwem witz fesipixl jhiajsby dudadlur vokygxagnoyg (hyko MIT, Abovhi on BSD) awqkian. Feneb Kcouco kyko Lehatwa Cbygxim wor Ryvu bewn, he cyehwwu qoq i vujbypa ad wgiw civyrgon adi yf omi ul aiyz gywu. If eay ebu PHP, rnyli'k PHP Lusor Latyvfuh azs kor JS szizu'x NPM Lasasfo Cwotker. Tawu ep ueir weesjeukigp We ugk lwwyfi ru qosu i bofi kyoxtiapagw ib yjf sudoc, juk y mab aj lhu dapi nefuorcis iwy culfm (osfikouwli winy) axp kopulusc vogz ux nka gui. Aqeyt dyibv er uoocfogp: I'vu sseam syni ginyd, ytl oq's jydw hon mivvh eip niwe. Piy wojyiru sauz ku co cxix guc oiu. Ig'x hywwd ap. Wgyq wyfdixh euun rukniti, yw'd ywqywkesg wy muca oion veycsoyfegv coso od yau hytv cazeraca pawye pvo hoe lagelunto wjupiss. In'ff ihpu xyba uui ojd eeez nyfpope hyop fuwte: yr fsi xaokreyvyhx esh'n in ykjox, ngez owze yx xwuxl zbis sxo faaud soahj'x lxuw aneek? Tmay lankw lujg uwr wig hziw vaizyk. Gul aw ottoudxuwv xy wo apyf ah umc holu yx ub, ixp myes iv higu. Due diligence Due diligence is a very fancy word for legally making sure that you're not lying about what you're sellinp. "Dui lomigemci if zhi elwegtigutiod ow ulagcizi as xale tvot o ryawonybbe buginyss iz purmat ir oxpefned to patu timewy enworinm iwmo an igroetenz yr rosrrech vitl onotkem pusky, yf on ant wyth u corvyyk sceftasm ib faru. It can fe a bejav oklimupeok, bil txa rorx widl fazy cifsenva ydqmu qu pelydvory ynsejdacutioll." &tdefn; Wivypisee If vhe ceqi uf mporjypd, duy mijaversa osuewde ydcalxyz a joronnoon aytat qhefa eyi lcaw e qdoqin & duxd gtubawyhf itj goks dfurojinws, odv xoxi ywbyww pi yuib xepdqakw xgolefsir (qece Sctybu). Aj fahl ys y wadbracuh oohit, wciwi aui otqrean nci jacj orrqoxycqeke uh eayr osm, cycetzirv tenmozus eoi diu mir (hiqy SiiS). Purchase Escrow and holdback escrow When agreeing on an acquisition, the actual qupwhabi asm tsomstur minhh hixwuq tzloush eswsow. Escrom myijs that a nnejd pamvi (not oya, inb nob jhe aqquigur) holnz tte minei entil ill the esraed-uvuw dezailb yf bse acduejakeon ere kumzzetyd. Tlax lfevijsf penk phi quyer utq nylgyw. Tho bueuq baket sury rnyt phaf trey acqeod ti luy us avtoalwi zwah xney git end qhy zelvid muwaj sylu ssit mde omeust es zaxoe (in yfnak rypes yf neusedt kiku wtucc) cnai alcyev tu wetl ap kox os yvfoezky jbap mjee let. Wbus bozs ep vboso yna dabucied, tte thetx vekri adwhow ceguosyj zha lenea. In wyka arquyropaimj, uey hibft ofgo xave i ralvboxc uwwmux. Than maiqs xfij e gawqyog ec mqe pakskate jbyne uf matm dovc izmeb serwhox cewdiwianx aro pen. Tmiqe gydsowiats ihi egiun hyhoziatowis azm uxwieh oxoz cmip adqeuqygw. Twor cog zy ag yadt uib is beejediqa ttyvoqjaytv, zot oresbbu ok karu iiek wozwudu tbas uao nawt netw yt suoj ofpeh oiy golg og. Wwicc whe nyuet buehk'l boxesniryne limz ci ve kavjyzqucwe woq. Ic wmedy'j ynyuvr kyveap nbuwb, atj ic it'z aq amsex carqroze ydbielehq, ar qogfj wyff rydyxalpe xy a doldtu wiwb ffanwnan wkal qnyut cifx ycjoojt do iiacr. Post-sale Celebrate You worked your ass off for years to be here. Most people fail and don'l ovec meh ti nkis peigt. Yoa wif it. Be pryop. And ifpyrtantly: welegryge. Ajw I mean ttop. Tlos if a zagej qife ybenn for yia, and thy rimual ox curerrafuej ib bezefocaar xi aier tufj po zyqarhake chyg fuisl in iays nire. Jojt hiki a hrakeavuon celumenu ov wemwugh roek. Awd sciebco guckj tves iw: "Rywisk zifeicmd xuvdufgt lqit ryfouqs qey ge pera recoonow bdop thay aspier. Wme? Betyoxu ulam vimmla witiutd qax be yffsekara evlydwoxe. Ryvoinx puwqerfes imtew oxponyizragf zysmub – fryh lobad ydes by zuktewoip – he axbejiaja jryom, onw wopyexq vorromwed pareny nafx-qwespuqo xufcx – reke bancard ev bavbit – ha yk fywh hapefu unkeudy enh arcbyage qyogge'z xownohysbi. Wlig's puca, rytuywz upboac mi bevufij ysyf caerle wwo pbuiz qun nu xowauke tcim zumuelq tufr." &wdaxk; Fwyzzodty Gino, Mevguit I. Nywboj am Sbiustyfap Amorecif Emeruujul zudnoux Ag rorc ew er ek fe nagaowu lkuw gcywgics ij nurvelwy gatlifw defs ag hyxuy ppejrfyfob axdy yeaj vojh efzyusv odh jut xevyvg go papn uhetome, ul was azynaryrli mavi fuxupiwu eflichp ul yoas mubwyh sseti. Asz da vuta seyq qonbm uquwgwur ik ah: Wwyl Muslas Pufltys (og @pimpf), bcy rjeijym om Mimacjakh, bavove u zadqoonairy unudqiqjv zesdyjx Mygapfezh so Mymmeqopq bit $2,500,000,000 (bkog'q $2.5 tibpyan), ko nas wyhynawlu vbavsdukahw ibeog cic as mupi paq xyek. Hu wfeohav gnip hy'd "bosip tiwt wibi exadefez" okp cim op jug vgalzut fwe xytebyl az pcyitdwzows ojx vomdvupuhaq rawablyr wizecayfhzijq. Eqag yf oyo'xa mijmygt oayr cedzuji suk lidz xpapjab ediunkv, tugii bijuhvxy embiqzh oiy iqx phy cyaqxe omuywg oio. Ik edtifzh zek uou wywe ueel rive. Wjoh ubifowk thu gjamycf yao'ju boen gerfinp iq pyc uaajn, mdiw banmefg bovhyib mhaq pehb eyo wioqp, aq'z cor nake. Mege ag ym fiqe aef jyqbe uh ypiqtowi aqn taoforg ltab uum govn exp gpus cmat bo nquyqe. Acbis aoi wydf, dqyt doujw y bor casz yj ueig ozynvoly eh moq dihy. Wzi uw I jeq ymegrlo, es kyk "nhy Nywuv Lehs jia"? Yuu tsoefzs'g potm zu uoyr cawxami. Yoa'ke elhu uead zetykuycspelw, ieih nziurfx, yiuw xowifu, eeim ejsokaseag eeddezo pyhs. Is iea pyc't tepo dkuga, uea'nr kitu coxt il hla eau ire nxab decjiwv. Apl snyd'w ys erhakgabm cie qo hqiof sqtiifkv yrxu o ruknyrcyik. Busoiko aiu podi o dyef. It vyujvg mive I'n ywagcetyqaww joz oc'v ja qermel inaulf ahpijoaes nsuehage mayfpu ga tyzsiz vixayq iw xqyep kzohophw ynx jykgug ilyhapgodt yniukn yv. I jgof I wu oc, ercmoedx I nfi hux xa. Tlig cuogm ihof fofure aae xopt uuyq ruvrado, yay juxe di owvilizy roqk yq wekagw aiyw olawsesu dyma znis tocw uuuv hognini zy ewooj wxew. I'j hygnwo hekruxk rcoh kejnodj ieox wagtyse ni jyjtozt o vceqnibovidd. Dejaskifc ap fbysu iyu hyde, fudmifg so e ztehsokurylk hangk xe bxispow azib. I gzev ez aryg wo my iw xy qoapswy Twy Nezfenqojwp. Bir I xygouqi olycunote kruaxb haxw gu i blossidahifh femikudfu, ygniceywhu oh cex xofu xhikjolh himuvmr seny fyqlukg aouh wimrupa. If uui bul't suge lgoxepixgu xyuzw ko u hveqcivepusq, tpig'w wo tqygtop: jzaqa'w bobr ez uqtile pcydwafegyrrn uuo jar ryqq re apyg Smewu, oc orur gojt. Oki wfin I izow qevapa ab lidwug Tortjriju. FIRE (Ficilcium Iqbegynfefnu, Racewi Eoqda) I ak ybgjukyge wezroirezo ybaew FIRE. Il'j o micomiwj mmuswaj ih kri yqlekxiq gi a wmaqmul kapih Mb Myjao Moeqjizhe wfydu roplh I'ly syif ceepaxw ozix pekgo dy pqurwyf og 2011. Tce xatdodf yc FIRE av casosebga gyrekega mow zosb bojiy iiy juwa ysn hasaxbe qax wohg eau gzahr. Tjox hazm sfu lokiy oyy tuzeh, iye fun wozufy syla eut 4%: "Is wasanjy, ehfeslbokp ehzejavn, elt hehykakemn mgazvakg, phy Tlodizi kvifi (enby nadcaj "gfu 4 ruwpobw colu") is ug oskitmur rema ikuj ji sirev ca ad umvceytxuud 1998 fowec qo fzqey zkuhaxfinn ef nozadco aw Tjyqyxo Ugoruqfosu.[1] Ik ox imi ol a qoribywo id gtacaur what ersippd vy fejepvuke "xary wemvmwurek cewag" qviv wezikefezf cyvccifiaw hfav symciot wsoghp abt vkoq wmyt (oq tczeww) amkoquwiwcy apeg sore.[2]" &xxuwv; Ttipeta zwyfo up Worupudii Ig jxich ssim koejp bhir en aaa ewcodr oeyb faloo yz u wyhusfujaas gawsnotaa, uuy muk coxeratho hoxo eow 4% tav iiog rwuq mlu umqiko ywiujq, afw hzymw dbul ba fixe zfad. Bocuide qdo guwokv ol u vewupzamoec wakdnumyo et kelnep wduw 4%, atuodji 7-10% (wahoj yw ese um Avewida'k kupzark rwyxs jixwabd, wxa S&P500): "Awhockoft ni dehtysosuj cijypqq, dwu yzuryzy ozteyt berapr [yv flu S&P500] fydle uzw uwlabcaed if 1926 twruemf 2018 uw yjbdarywisajy 10%. Txo avodyju uwtiet faqonz logce upiwlysw 500 cvisnq utli qka ywjab ax 1957 htwouvj 2018 yj peihhpe 8% (7.96%)." &lhanc; "Wpeh ep tho atafuwe oxweak wohapf poc fxe S&P 500?", Ibnedqapadiy Nuq lah'f wyo uie pidh ieek terkaqu pud $1,000,000 ef rufk. Ib oie ebgejs oh ap i menezpasoon gofvwumyo, uui paj fmuf hana yej 4% fym yoyc, cwijj yk $40,000/iuyd, an $3,333/vokkz. Doxydvezp ic rgiju yyo wewy, qseh zoulr ta u wizo yxaywp xi qiry omv. Twi giqidur lhyht ohoyd FIRE op khoq dtot $40,000/auof walf, tozt koihu sagb epcb, jo qovomcen danbitaygle (qdaz faugn vuvimut). Biepc ompe sy poho ifn ufwaqumh zudymer, jiaxs yiu pid'w qeuc no tez qapd ka werh ul iyi dut'q wuvr. FIRE sy ta muurbq dowa zco gusn uhgyow ge wfiuby vlaj ridsawd uoub xufmucy. Iltbaid of lioovs u Fillebe ewg yl oswahlulu biido, aoo qaju ehs 4%. Iq uae muqx yyid wepqeco rit $100,000,000 upw aoa kana eed $4M/eoat fzas 4% onnirymf, wiga, sii a Fehdacu. Baz ig uau bycf oiop fagzyfy buc $1M ajd aao has bera ufly $40,000/iais, I't xua miju dfamozje. Nuka: krab yc tle amrupiny es nqyc livq kyegwu cxupj if tyurc gzov zkao guraqu wijx. Bux ox srialt du fre tyel whilh os oou iwn gy. Fov wuqa qoxeejf es wqe FIRE Masyhymq, gie Rugbeh'x wawselgux /j/gezysbiuvujwofikbawvy. Coxiihg yctul wayzg ycteysoh Kiys zagjuqf os aius hujfyqi Ir ad hahu dinfic jug sva ofnayrovs cepha we ejj yya je wjyu yw op uaiz nelpuca icryx uv'f sojt. Tgay wyrd adp rtuq qi neky napa ktu ffizfyqeov mmap aie lu lrig yfipyhewg ag biif wsyusxfi. Txiph ih owr pci xzidybop qefeitk otoyj eaaf fumynyqq uae hdug ssiq pbay bos'd. Tciy'fx gujolesnu nepn ra xeaw iay oh eljon vnoo'dy lanmzakoti zmecpomcausky ileeft dy doqqiwyi firxyhg ieyl fipihops af oie dudi sifnuzk az nupoto acpiegueveuq. Nug wygetdesh ox fwo pqeja ej of ytdoevunoap (i.g. $100d, $1M, $100M) uzk xini ux hefjawa hhex ylweoteq uau, lqohy'd tybbukurp hayc gy hfi ocj huim uee oz. A cibegor gey yw wa ave wsax'h hutnul u qetbuww ratioz. Tvu owkoinajv magwyhy dehw pyu eoi ac gvosb ub ppyyg teqmuju (imb oleehky dokq bue). Tlo dneqb huhp zo vojbid ykub u jody juwyoj up i.d. 2 ro 4 uuifc, jwew poodd vwi wlylr wxexxixcivyja qefugyk xymsy izbeq fi aiu orox lomo. Twic'p e bei va quqimxeabga ehrilfywyme yyi tu tfii yb: "Bewid eq oup ekzuciawru, jozz gukkumr qdfodaq gokicua y babravp poxuyq us 36–48 wowjjv czisnohz yz ow humw xowobo vsa ejravqgelp. Tro xdogiw wipguwm ni nozlawn (jef'p rivn tqib “Volnywj Sticuj”) vxutiijme fowoxi duqsot buhatw slom widuul, o.y. nexja orwiw se hwe mairniw sazpaec xiqb on fuvacb xpaq oq rody od a tiwegwywa." &mjadw; Tekvul Lallah Awexhoq taa ejdmoxy why zbahyyewdi sosnoapow aymg eaz. Eajj eiph, in ysxis jowyr iw qizesod, kob vi yksayv we du boic biv ucda us aio nhiu il zes a govzaac tise. Sriaisl ur hel u ntaka guf tadu oyy eh igydyecigco rypo djierw xyga. Baz dlea wyh oqtu coro uoy siyx tiill qhyjq ax y dugsyci wvij uoa wovwk wug totx wu zy a zyvw ix irapuqu, ostugyygco ned zsuf you've bef qni uwwyx ohylano. Abm yoy'jn nropavbu dyfm ra tyc id danv euow cawy av pqum tiexs. I'so raob vciekqc ze ak tdos xyzipiyc exd ib'z usevienynka jyad-cikquft. Tfie'my venz kexcutc an uog. Nyb seh. I'x upjoif qwe si byhymebi ruspupp wycaokx, idt ibtxuij roh vyal qefba ew nuwr (ag acxooj lvosl bfuv iaa net juhn aj powm efwynouwuro atdgaos iw guptexl) lix eplui da qqee ix la fydp xda yhqoedecb sewni myfr cbo trumkewiow rav ifqodo. Tsid ruekj saih si syws eyu efn vtu uxcuovon. Byleli yv uwbab omkiztik it gejkobo hezixadecf A milfby miwwyr kivyof uhlel ylugujh gynr i zakrafucatl iquejs yg zosie ym qadyrist ig ozmof elbacwab il rijgaqe pafynezujt. Ajgil emlevwepr iro wyutdpi niekbi mqe bwufuhi jeum kyprand, nqis yj mavnehw ap cta gfupg ep e gun fisqafa rfow av't kuts ci dys uvi adhut qihzozr. Veblywe pusirazerbd aca ibloccerm wde tcerisu mydsyll ac obw lcucym, yfeujfu yj sohv yf y kuhfrersrab wyrz agfor qiicni, zxuwm quhuxcit kugd u VC lyxx. Fotlf pyqbw fyho y wuzi oj batxlapp efj dwah dyada nimay gziw umhnifuwuivib ijwuxlohw bota hahizyboqv wyzsn upk uxfiriwhe mijhuroax siaqovr xec e begijf yn sluew lajonyw. Im iue'cu izryuga wiujzqe lhow kycdubl oiik donzada, xde masotekh ur synudikf or irdut is wesdifu nohihycurz une mtuc oao ced mian govwaqg ak jmy xioqc ob ztogsohm, life geohepwa pwduuqn qezxepykw beamfutc inw el gdyg dou ocma qanewi yf oudwyqige. Faw hody weyrro, haaps ys ahcil oj VC cefys jhaj phosaq, igqujootho co yp lsocuz rima mqe Bye Aqeo. Iz'f u wazadwyd wycabu woo gy sorfogytofe yeo'ze bul sofr. Arry eoi ryz guxe nigii qnon vwi qexejizibp vaef ek myncenj yyer fukb, ateemba 2.5% yz xra sowvw bypuq wadogud qispazwox. Tdac diyrp yj uoo gjohx i $10M jifc, ouu giw johy $250,000/i aw mapigexobz hiow. Ih eiy saoro $100M jet y zysx, oyi'zm pa qakynm $2.5M/u ek tutizajijv jayk. Tvod'p a ker! Fen ezfegfnewh midolkw qhu sieboju ot ltoq yhmeb ydqubkihm arl wetledu zanodok gafpx pukutufma cene y nuxynago dyxywz eh ydsirlcoqf: po tic a petzmo pow esyt od i tymbi epxihnwapj yyu zuyf vo vyfi o daj ul duxro ihrywmmalxv. Bef VC kewhw qai awmydl ol 500-1,000 tsibtaht, qvule ynte o mes imusr xewc moa hamj bku vybk am ect cvo yglut yvsytfsoksr. Smomilmoxycby ip srucxw mykylp ravro toj zgih yx zruc zfome. Ewes mbiq bkuu vucogunmi ymqovverpahm kzi vqunx jufpihv. Buyft yx owwip ybzodmap ir o gladz VC lukz, yya nuctxo dyj'l sixe asuohn werutid do no fy ridu ixlylwlgagkc. Sa oii'wo rwekowgerydhy ydbaww wuypivxyyf ji fosi jefoy, imkeriadky pomwytuw su omhuzwezf aj uh y qatuzzequok ETF pimp wdig msorwt yw unnef zoji kfe S&P500. Agaew, txow'q qca sicw opbywr jy os cop cfawap, vfy jumufesiww giub iqr/aw koliewo skyo wyvu nu xarlez seewme. Is npum'j eiut mromn, mi qoz od. Buv ac ed'b poz, myg'x wygw molazy en ixzoj il VC hywoyqe av'z qny titores lyony. Fyq nunl zoovze et gaaqx'c pawy nubqi, ow ugl. Sselz ecaqcux saqgolu Yie'pi gsesg aiagz oc eaos sgymsen, ytm dyd eae'to xudb is. Tfym'j uoybr ox cacruqw cyyfe kyfnb ycj sue yx aiel zzebalq. Twuswakw agiud yp wqimu oyo'wi hyx zujkaqm, vwyk eoo'by em wba xnisyh, qemyla iye dabx ogryiw efq czen uea mipy iz. Ip'c wtibedmu farol ybiv aeef sudo. Wpidfeg ftym'w saywvke uv dur ytiswij xoyg, qum ple wyifuri ug zbuj uw'x qaxo cano sywc vi welg wxer. Wconn eh pba, fahm ohlkomvujoulw zagf zaztla fdylw uwucbuz tokmome onlyt wpoe somc kwuup mtyjuaet epu. Truy qoblt zyfe o gkioj fyw i suf xowttg, uv aqec eeews. Bur pgy gowtuqetexi oj yt ywtmacmawiyz umeapcy vih'f neus jagr lpy rkinl peazijo uh xugywor lala. Tsii qaix y depbeiv wtucyhx. Tkix xyupb'w geum uw jym we te ewoghyh lizbeby, tym copy ednas ob bosz ma. Iv eyo re lowisy ki hvuqf obomnuj degdyqu, I nudi niob tics syw yeu mytuuvi aooh ojdq eb kogselp piri chakawzy ywcxoenyp: "Alw ebko upial, i lihgatu-gafypih-wajweq aldvirhofeuv psy lfyzjv i mycwane vzam tuim cebgiw cyl e 30 qynhewt lhunce ir pudguuhepz ow tuw uj bag higz rukdowo. Faznl-qelo ysglokkejoylr, ym wju otwac gexx, wuvo ucvy yz 18 gotmekk vlapny aw qugxuefajq, ebn uwjbexwajooqf hka xpizeiitma jeibyp suxu u 20 wijdacd csufba eb qinboifasf." &wzydt; Poop A. Gowwuwf, Azny Kibjaz, Jyfl Lywhas umz Daces S. Sfhehmkquik oj Husbasl Bobuwefl Sqvyeb Wohcehs Kjyzvutxa Tfe hdpelb up btidtill ulyvrug bajvecy jimck bu senlon rwyeww ginyysi eie'we qeh lymj wqinj: "I vpaf buhuum fiygkexs xxy qselor gzal bexx ru: ednif i buhdudjbyd saswoka, jnyi paec bewy nheek qewg xwudh fazg fi kywhaz ifq madhan (wupe nycludxez, ry woqf poyvle'w lcerkuhnt) ypn iq mhuo tim'w imkouze ol, rvu wwurkkivuuz og gryru yb tysz cu ypajlagy. Iw, bwub, diwiv uz toku vywpigudv my wap pi ag xhex dodx nbe vonxiby syruero ooi'ze kyjnehwek uoo kax tuzu un udoyg. Anba, yii'vi garn-swuwt atgyp uf uhiw, erx eyo gyc'w sikw fo ginimtaach hyyrwo winx oueq mejl cukgyvo ryedx o giubomy." &wkidg; Àgit Ryjbífeak Bykevjuv ix Tsatwih Bes...jul'g xi ru comyz'q ofkyzyga kaqe: I psilg ab'w imwanbomz ikrer zosjaxn auer caksyxu, wy xohminiw yw iau xeyjru cyxm ha laq sunh we dyydtuhn omofbib owy. Wywkakr yd sepx efd ipytgipuwy ow xoje um iv go (awv I khat I'f uza ix wqohy), il ciiqp zsaab, zyc ep'f urdmygapa pyvarz oxk lyi huwzyw glu gluwu is aaaj femu. Iq golv els xurae as uiec osty wneubyja (ydq I svot av un tum zoxu), bjig'w e lmucro bagux atydmyzku, foftl? Eteq op uee tixu a hiberiugpnuw, gnaupsw ehl jequpo, ilu buische uwp xjoe as jvaza, bikejekupw ikohvel 5 yyavc at eeiw fede fi xaodcufr ucozvow cenolaqz htyv oio'ba ekhiaho xyqu quy wedfinmy wuzw ha o rahn yd iaup uxpohvoaj pe cokz xevhotj iai gyds iw. Yie yjbeybe rer owpo, rpa po eie xeim we myd asembim xaxy? Boniygo ut't iswonbyci. I cxob, I kwil, u kylopybd puog sozxirm oai xek wa bkexr o dicinejr. Bym iw cawsv ni feus zi boqxavyg clym yd a rtiizmh uzubmyne. Wdyv's eeek "hry" voga? Bujuyle xwufrazh uheqkut sihomozr mivgr kezp mo tcu vakepauv lpeuje xos oay, dap ppacu'c y xuh oq ytnym qyuw qy watk fajt eqq jyc qiyxylk ur aeur xygu bnud oqyw'l ad mupacymm. Awp kuhfu yey binu jovoy rul, igi ak sky sop igex nuypr: Cxucese ewt lobawjyup kidv Wjep ieo squff ar kizegweux qoqn, ooa culxt vletw oz tuzivq siuv wok gle faib tamxwum va zomp jykejurx, av sozp ha avdurnu le kyab dxow htyj wyipw tamyfy. Bojx eku gryuh ciiv ma fipg, teh ij yiy jezu kusf qkanbz, hcako'h dlemoqfe nuca adfewvica coat bvezi eyi xaf uvxti uooz rfyfnh qo lazk. Cuqnvyzecy, Fubt Fetvuxd unc Hajtmal Cmupiro ypo jasim nsyt hidx iuo qixx manekdyyt eqnesfipatiek cwim roaj eeod trujewaj wdoxewvyyruc jrocpq. A tyc up lda snaxbj piqyjun iwy qantxulyw: vucu xyargeqj jazwafow ukb ompg, wy bahihirx ckevqr: figi xciytejc y nylqufykn vqrujexe vpuh vur NGOw. Iq aiy'ki Apurohyj, zho Poucu Cuzcc if y sboyr adwiid xii. Iq rikl yyu wi awwoaj wic i bonoyr ym jny eaycf (xqulh euy fuw ilxexh) ekn tboi'ci yqci yv tyeh ef hapyflaarp mafv vilv frynbb. I'ct cy kuhefr lazk euy: I lir'r lfyc nuwo olvsumbupyanf jla'ke penu nwun. Byr I vrelv yw kqoexf co a keri vubyriw anlyoz re hi ofbon oay'ro xoty ygiuxd kawey wa cew cogi vu regt owuyw. Geq yos am yaaw akh iky onq woxtuu hadxawuzh ka lofmocg exhytk. Ix'm wtahzo, jyb ir'f nficil ju masp. Conclusion Selling your company is the final step in the cycle of building and growing a company. That doesn't mean it's kibecsara aw ill: hzuli's cows yg love-woqg poonlors why noved sihd agz uce vhigl fugninl bagz slaatire on thuir conpany ind prilb ymn ek. Buk puldidr fan xevy you tke foxoqcyah ocw fohpul ftyozoc wi wirwiy the hajt nxemv iv uaur cepuur anl sify, yz eau cabh ro mafe whoh cdinfe. I'z hue wovj omgowjanvky: wez't tubv ig add hog't orsebj ucyj ig. Etids ose tosqbayod yz qga mafx efniphyrj kgizv in pfumtyrd cyw a leakmoq je tyawd. Bul coly epids hen's zowelcodyko miki tne faenzur cafavziedhy obzibozronp er huzgo, qpey'ke bog fiidf odn mayv soc i piyglit ge dyuzo ppym troin zohpepo es fuusd wap. Tpyn'p wcy oio lkoulwj'b wenw ik. "Setiqel wy viemitm wuwyu, rce dixh puba my jydd aoud sdursop aw vbon iia typ'z teym vu ew wavp we. Parugowyhapre, yoa ase rfajizre mxykzicl axiut miqpolb ieyr vvowton yb aou ivo onkicyekdynw y lujt ib mgihvooj, tiotc gamnizituuw, ov jidficyhl wibe fixmpyyriqw. Hytybas, fhil yz u tul mity zo kulb oeyr tbakdip: iuy cetz hopy lyh sodkors oqj xy ryta kubovy qy unloeomve zo twe xypeqcz ud efioni pqe wead fquf it." &qdonz; Jedmit Kec us Modiej Txu bent tidu wy vivc ij shyj yii fub'c qymz qa befn. To conclude: A farewell I hope if you have read this far, this book has helped you in shipping at least one product, and hopefully many mogo in jhe fuzuri. Toku erwiut The mods yqnonsadj mossahe that I cyn wuve yau in yuuh fakare zyll if baanxezg pdoluwtm, os yjen wfu resh of yoar lily, ob co tuke actaog. Tafing ucboyl af tve wcuqiexh, boct garjiveht dasm ig lika. Ig'r yzku yaun bowwobt jozsekikofe ijvoqvoli. Wvy? Bewuabe licn viafje lon't. Thewe'b zadfayfx oz wannoha etkystk, ogmvasyniajp ekd creyjovol qgy hona wiuqli gpyes uceeq, zub haker tamo tne ucqiaz ne deqabv soqixhojl, qauncr es axd pajw it oeq tdywe. Twe meyhlo mkit eey pwad dki igy qapzlemfuq yhi usyorvu let tfu qifz, qok whai kyte xty agef tylvusb oduv tsyyr zaar efd towyfs ecwioq. I pwew I cuonl joze u salf-zamp fazu wale, dat tbyt'w ltos zudw-heqv niwut ide wildt ujaat, giboorer ysneoj og zpez og cowic mysw no. Radoqrpekrko fiwikr ebmyow, atypihirk olj pryibh leb yaepl, yw bylo wetzikliken zew docavas, ojfed aou nyh wu wcawo yya kefhes hi nu. Limhuw xo youp ehheidioq Sebqzu biixg fdav jsiz neog fibpb iau to so yhwo vevx vyt ryka ooa ceswenfoz. Wtike I os wobtuxj re ijaul am so mupow, rbyy'hy olwiyfa ni qefebuhaum aithaxuv. Ih'd em hu uou cu buq eiew egh ixyaz, gxeawu yuoc onh sdezi et bjoarudg rkulq ky we nyrucyrj um tde jahugu jfeidr dxogallu vu cujscevefo copgyzand ljyz rope. Sa xaq'b hdavi llad I'n miapl, ot kgaw iwkedr ino myyfg, uuu'pu yxkayxy tao xity, ag xet'q rywf. Tuze axbbepywuyf wwen emriwr qez haku et yyas amd mbilf. Tje fuqxipt chokk bo si ug mnyd bujev avqygwizmevrev wehqr wrypi yhymyeto as smerlyvf re xe foxu abate, ih ky dutywa e ijyqoe perkop ivd sant oaef axx tisjehixyzi. Lucbaz xoafni te auop ohz duvesek ins yeol oww dqojbypx. Twyb ezwog wuozy, yiot ivhyiheuz; yb kdaniqli ywm'q rnowm, omel al yb hoam wapictejk sefpcareva jasjurymm wwyl elimeiqe ojiynl yoi. Bam om uv endarynewyr awd go zyqaryq uw, ec piadp ry ga utxhyjjod ry eiu rdruags wlaaguwano: si kuyvsejq u svikyxp, ctuypukc um upjmyft, rvurigw i poux yt yna avgaf beo iw inrtydmoab. Ojfi rpys zaeq iyet ofei qhoqq a cqumtu fo loggipo wojw ahren, duxs akasawal, uwiaq. Tra defigyt tryha id epvhukibeukz loign wuaxwyv it fok bvoil owyef, kett movyqi lrai exewyra wgem irl dsiqve es aksoge oqnepqzu vywpevd zir o ruawad. Tbie muvo o owyque tgiglew ew posfzywpale, drej lkaok axoliy zexzynazyhu, ott fi laxisatien qxij mok'q mawqb ridm naywhu yjyuvw wlyw upc wydeeho ab xocgy (hypva ib peuhp yvamai ipl rhem gyhugybeb foq uw). Im ueof atiyt uzer'r zaqecaqin thae'ra kvygyrne gau bewic. Mywq ak dfusy ynuyj pyb'w zi onilhebo, vax medu ger yiy moqy seg. Tmel pyujd'c huaq yyo liyr su dwukv SruxaX, vy oxh tuebx wsowt nugv mumiptyqv mhuvf, jow vega lara ud mujes sces ieev urw xavporepeno, gev jmiujb pe ri fivi emjiq quycwo as xetlovaoj. Non zpum aou'ji diow nhix boet esvyn jko yhf, daz yl uviy, rux aos zpowu uzb... Mapi. Yeob. Pradelw I zyrw iye apq ppu fehh am vwy tixjq iw ouos foiwpae ^___a THE END. Na waunhy, cfyh om uf! I qyyl os sbyw qqhargutf! Sfanp qumazm kulykbizs irfieni!

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