| it's | You | I'll | One |
| :---: | :---: | :---: | :---: |
| merely | can | call | reason |
| a | block | the | programmers |
| practical | off | manager's | dislike |
| problem | several | schedule | meetings |
| to | hours | and | so |
| meet | for | the | much |
| with | a | maker's | is |
| someone. | single | schedule. | that |
| Find | task | The | they're |
| an | if | manager's | On |
| open | you | schedule | a |
| slot | need | is | different |
| in | to, | for | type |
| your | but | bosses. | of |
| schedule, | by | It's | schedule |
| book | default | embodied | from |
| them, | you | in | other |
| and | change | the | people. |
| you're | what | traditional | Meetings |
| done. | you're | appointment | cost |
| Most | doing | book, | them |
| powerful | every | with | more. |
| people | hour. | each | There |
| are | When | day | are |
| on | you | cut | two |
| the | use | into | types |
| manager's | time | one | of |
| schedule. | that | hour | schedule, |
| It's | way, | intervals. | which |


| to remember | schedule, meetings | of half | the schedule |
| :---: | :---: | :---: | :---: |
| to | are | a | of |
| go | a | day | command. |
| to | disaster. | at | But |
| the | A | least. | there's |
| meeting. | single | You | another |
| That's | meeting | can't | way |
| no | can | write | of |
| problem | blow | or | using |
| for | a | program | time |
| someone | whole | well | that's |
| on | afternoon, | in | common |
| the | by | units | among |
| manager's | breaking | of | people |
| schedule. | it | an | who |
| There's | into | hour. | make |
| always | two | That's | things, |
| something | pieces | barely | like |
| coming | each | enough | programmers |
| on | too | time | and |
| the | small | to | writers. |
| next | to | get | They |
| hour; | do | started. | generally |
| the | anything | When | prefer |
| only | hard | you're | to |
| question | in. | operating | use |
| is | Plus | on | time |
| what. | you | the | in |
| But | have | maker's | units |



| they | works | you | case. |
| ---: | ---: | ---: | ---: |
| want | fine | don't. | Don't |
| to. | by | And | your |
| But | itself. | ambitious | spirits |
| the | Problems | projects | rise |
| smarter | arise | are | at |
| ones | when | by | the |
| restrain | they | definition | thought |
| themselves, | meet. | close | of |
| if | Since | to | having |
| they | most | the | an |
| know | powerful | limits | entire |
| that | people | of | day |
| some | operate | your | free |
| of | on | capacity. | to |
| case | the | if | schedule |


| from | I | do | is |
| :---: | :---: | :---: | :---: |
| jeans | suspect | because | an |
| to | founders | we | unusual |
| suits. | may | always | one. |
| How | increasingly | have, | Nearly |
| do | be | and | all |
| we | able | Jessica | investors, |
| manage | to | does | including |
| to | resist, | too, | all |
| advise | or | mostly, | VCs |
| so | at | because | 1 |
| many | least | she's | know, |
| startups | postpone, | gotten | operate |
| on | turning | into | On |
| the | into | sync | the |
| maker's | managers, | with | manager's |
| schedule? | just | us. | schedule. |
| By | as | 1 | But |
| using | a | wouldn't | Y |
| the | few | be | Combinator |
| classic | decades | surprised | runs |
| device | ago | if | on |
| for | they | there | the |
| simulating | started | start | maker's |
| the | to | to | schedule. |
| manager's | be | be | Rtm |
| schedule | able | more | and |
| within | to | companies | Trevor |
| the | resist | like | and |
| maker's: | switching | us. | I |


|  | $\begin{aligned} & \text { my } \\ & \text { day } \end{aligned}$ | and | office hours. |
| :---: | :---: | :---: | :---: |
| be | these | wrote | Several |
| worth | meetings | a | times |
| it | are | signup | a |
| to | never | program | week |
| them.) | an | that |  |
| During | interruption. | ensures | set |
| busy | (Unless | all | aside |
| periods, | their | the | a |
| office | working | appointments | chunk |
| hours | day | within | of |
| sometimes | ends | a | time |
| get | at | given | to |
| long | the | set | meet |
| enough | same | of | founders |
| that | time | office | we've |
| they | as | hours | funded. |
| compress | mine, | are | These |
| the | the | clustered | chunks |
| day, | meeting | at | of |
| but | presumably | the | time |
| they | interrupts | end. | are |
| never | theirs, | Because | at |
| interrupt | but | they | the |
| it. | since | come | end |
| When | they | at | of |
| we | made | the | my |
| were | the | end | working |
| working | appointment | of | day, |


| you | it | night | on |
| :---: | :---: | :---: | :---: |
| can | in | no | our |
| do | these | one | own |
| something | terms, | could | startup, |
| you'd | but | interrupt | back |
| never | in | me. | in |
| want | effect | Then | the |
| to | 1 | I'd | 90s, |
| do | had | sleep | 1 |
| on | two | till | evolved |
| the | workdays | about | another |
| maker's: | each | 11 | trick |
| you | day, | am, | for |
| can | one | and | partitioning |
| have | on | come | the |
| speculative | the | in | day. |
| meetings. | manager's | and | 1 |
| You | schedule | work | used |
| can | and | until | to |
| meet | one | dinner | program |
| someone | on | on | from |
| just | the | what | dinner |
| to | maker's. | 1 | till |
| get | When | called | about |
| to | you're | "business | 3 |
| know | operating | stuff." | am |
| one | on | 1 | every |
| another. | the | never | day, |
| If | manager's | thought | because |
| you | schedule | of | at |


| that, like | that you | world, for | have an |
| :---: | :---: | :---: | :---: |
| other | want | that | empty |
| investors, | to | matter) | slot |
| we | "grab | have | in |
| run | coffee," | speculative | your |
| on | for | meetings | schedule, |
| the | example. | all | why |
| manager's | Speculative | the | not? |
| schedule. | meetings | time. | Maybe |
| So | are | They're | it |
| they | terribly | effectively | will |
| introduce | costly | free | turn |
| us | if | if | out |
| to | you're | you're | you |
| someone | on | on | can |
| they | the | the | help |
| think | maker's | manager's | one |
| we | schedule, | schedule. | another |
| ought | though. | They're | in |
| to | Which | so | some |
| meet, | puts | common | way. |
| or | us | that | Business |
| send | in | there's | people |
| us | something | distinctive | in |
| an | of | language | Silicon |
| email | a | for | Valley |
| proposing | bind. | proposing | (and |
| we | Everyone | them: | the |
| grab | assumes | saying | whole |


| eventually, if | either blow | them, and | coffee. |
| :---: | :---: | :---: | :---: |
| the | our | probably | this |
| conflict | schedules | offend | point |
| between | Or | them. | we |
| the | offend | Till | have |
| manager's | people. | recently | two |
| schedule | But | we | options, |
| and | now | weren't | neither |
| the | that | clear | of |
| maker's | I've | in | them |
| schedule | realized | our | good: |
| starts | what's | own | we |
| to | going | minds | can |
| be | on, | about | meet |
| more | perhaps | the | with |
| widely | there's | source | them, |
| understood, | a | of | and |
| it | third | the | lose |
| will | option: | problem. | half |
| become | to | We | a |
| less | write | just | day's |
| of | something | took | work; |
| a | explaining | it | or |
| problem. | the | for | we |
| Those | two | granted | can |
| of | types | that | try |
| us | of | we | to |
| on | schedule. | had | avoid |
| the | Maybe | to | meeting |

cost. maker's
schedulearewilling
to compromise. Weknowwehave
to
have
some
number
of
meetings.
All
we
ask
from
those
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the
manager's
schedule
is
that
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understand
the

