The Sales Book

Subtitle: A Salesmen Guide

Author: Bilal Ahmed

Top performing sales teams have few things to convert into a sale: 1. Pitch. If you haven't converted the customer, before you began your pitch, you have lost. 2. Preparation. You need to understand your customer. Every human being you communicate with, is your customer. 3. Writing. You need to write your thoughts down, before you begin a pitch. 4. Body Language. 50% of business conversion happens on energy, aura and body language. 5. Principle. Following a methodology, like Lean Startup, to understand customer development. 6. Family. Try practicing your best pitch to the family and see how they respond. 7. Measure sympathetic and empathetic feedback. Go with empathy, always. 8. Timing. Measure how long it took, to convert an opportunity into sale. 9. Amount. Prepare based on how much money you are pitching for. 10. Keep pitching.
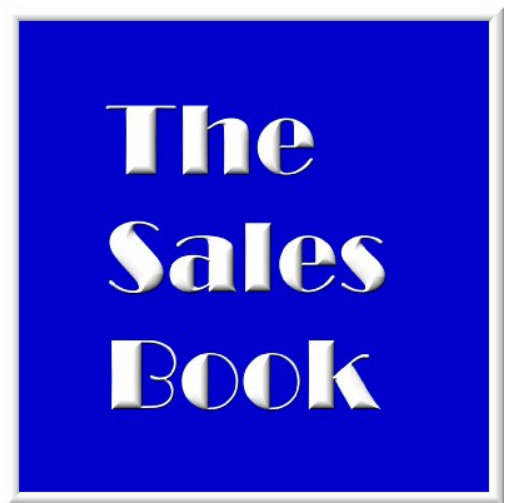
Chapter: HEY YOU, YEAH YOU KING. YOU'RE GONNA MAKE IT - @elonmusk @emilychangtv

Elon Musk posted image on Twitter: "HEY YOU, YEAH YOU KING. YOU'RE GONNA MAKE IT - @elonmusk". Be on Twitter, Be Spiritual, Write some Books, Sell some products, $500 / book, $2000 / shop. Business Entrepreneur 2021. Elon Musk Tweet: "Hey you … Yeah you Queen … You're gonna make it! Two hearts Two hearts"


Chapter: Quotes

homework help:
#business2021InvestorTipNiviVentureHacksFeelTheDifferenceThisWayorHighwayForHomeless "Thinking is the simulation." "Land of the free, home of the brave." "Hire technical people for every role. Or don’t." Material progress doesn’t make us happier. If it did, the ancients must have been a miserable bunch. Instead we compete for status, an older, zero-sum game. We don’t want things, we want to be things.* A rational person recounts their blessings and rejects society’s games.


Chapter: Leader in Book Publishing - Google #SEO - Worldwide Distribution and Messaging - #yoga #tao #startups #nft #web3 #metaverse

Working with online self publishing tools and social media to crank up sales for over a decade - Now working with tools to generate PDF from chapters and generate online books. Meanwhile most of the work Amazon is doing with customer support that is crawling. Meanwhile, the messaging with virus is being censored, creates a facade and disruption, with zero point energy formulas. Yesterday, at the library, an old gentleman, wealthy working on his books. The techniques to publish a book. I was tempted to offer our services. This is business. After you have use cases, how to pivot to nft, web3 and metaverse, which is also a facade. You have to allow your adversary to do those, but they are struggling. We are raising our prices for books, collecting royalty.
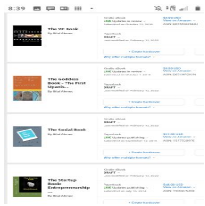
Chapter: Who are the top venture capitalists, focused on Sales?

I would start with mentioning Jason BeKind Lemkin. You can find Jason on twitter under @jasonlk. Jason is brilliant and great at hosting many conferences, through out the year. There are many investors and entrepreneurs at these conferences. Jason connects them, and many times, merger and acquisition happens, just by being invited to such events. These conferences are not free. If you are looking to sell your company, the price you pay is very small. However, you have to be prepared. You need to have your pitch ready. You should have already closed some sales cycles. To convert a deal, takes a special confidence. You have to be ready to make decisions. You must have already discussed this with your team. Your team is perfectly in sync with each other. Once the buyers come in, there will be little time to practice pitching. Investors don't like confusion and personal issues. Stick with facts and metrics, data to support your conclusions. I would also add Keiretsu Forum on this list. You can find them under @KeiretsuAngels on twitter. Keiretsu Forum is the largest angel investor in the world. Randy Williams is the founder and I personally know Randy for over a decade. If your startup can return on investment, 10% year over year for 3 years, they will invest unlimited amount in your company, or you can exit, sell your company in 3 years.
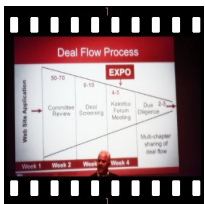
Chapter: Characteristics of the older Venture Capitalists that are moving from California to Florida

The Silicon Valley Venture Capitalist used to be called Angel Investors about a decade ago. Then they started calling themselves #twitterMob, #angelGate, #clubhouse and many other interesting names. I witnessed all of this because I actually had a better career ahead of them, working at Lockheed Martin and very prestigious and honest environments. The Silicon Valley Venture Capitalists however, are something else. First thing you realize is that working at a job is very different than working as an entrepreneur. This doesn't have to be the case, but working around these venture capitalists, you get to see the distinction, that the world is not just pretty flowers. Business is cut throat. If you are in the way of other entrepreneurs, usually the bad ones, in competition, they chop your neck and throw you in the trash. This happened recently to me,

while pitching at a retreat event in Joshua Tree. Just because I pitched, 3 minutes, not knowing any of these instagram small business owners. Nevertheless, I was hit by very dark energies. We can assume a continuous similar situation in the short term, till these Venture Capitalists get settled in Miami. Hopefully, then things will change. You might be able to work as an employee, and feel the same as an entrepreneur.

Chapter: Shop Ventures: From Entrepreneurs from Twitter to * real * Business - Build a Startup, run #leanstartup and #agiledevelopment. Sell the Company!!

A Venture, or a business, is about learning something that interests you. At Shop Venture, we have invested in a variety of business. We are looking for an exponential growth, and we are going to keep adding more people on the team - In a Venture fashion. First, we have to do some customer development on Twitter - Make the right connections through social media. Turn our entrepreneurs into long term business partners. On Twitter today: "meanwhile, competing with people with lots of money - but no power. but however we are, people have learned to accept us. You don't like us, Golden Gate Park, Saturday or Sunday, if you live in san Francisco, California. Ask for a guy named 'Bilal'. But I think these people, other venture capitals, know too many people locally. people come from Europe to America - they claim that when they think of San Francisco, they think of me. Not that guy. It's like when you think of Stanford or sxsw, what comes to mind? it's like when you think about venture capital schools around the world and entrepreneurship, what comes to mind? it's like when you think about full stack developers. what comes to mind? it's like when you think startups, what comes to mind? it's like when you think about computer, social media, internet, ... what comes to mind? it's like when you turn on your phone? what comes to mind. it's like when you look at an image or text on #socialmedia, what comes to mind? it's like when you listen to sound of music? what comes to mind. it's like when you open your eyes, what comes to mind? it's like when you dream. what comes to mind? it's like when you sleep. what comes to mind? Always time stamp your #socialmedia records; to come back in the future and repair. Fortunately, we have bookly to document behavior and viral. but maybe that's what is - wanting to say a lot, but not having the necessary tools, and you know, how many times I have taken their pants down? that right now, they don't have any. Totally naked, because they look at pops funny sometimes. so I change their vision. still haven't looked at anyone else tweets. Making sure the day starts right, and routine. Giving everyone a chance to get coffee. I can't loose my thoughts. They are not free. Writing a blog for "the sales book" on bookly. Then will viral behavior of 2021.
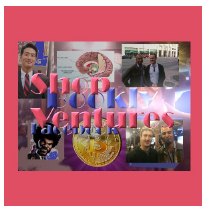
Chapter: High Frequency Trading / Bitcoin Algorithms

What an amazing week and a half so far! We have wall street bets, that bet against the hedge funds - Took them out and a whole bunch of market! CNN, Jim Cramer, the street dot com, and many others, too old to be playing the stock market, now that they new kids are on the block! It's time for the old farts to step aside. Lots of players are in the new game - In a way to remove old street, and replace with the new billionaires - The old got to move out of the way. Old Street has lost it's wit and not technically advanced to handles the pressure - High Frequency Trading Algorithms - Build for Bitcoin. The same algorithms are being applied on Wall Street, and all the investors in New York are completely lost and out of their game.

Chapter: Hedge Funds / Stimulus Checks / Bitcoin vs Wall Street Buyout / #angelgate / #twittermob

At Shop Ventures, we have worked with hedge funds, that have implemented algorithms for high frequency trading, the robots that actually mimic human behavior, and invest on patterns. Take a day trader for example, as a use case. Develop the use case. It's actually a very simple use case, if you have been a day trader. Now apply data, for example, Robinhood, and build the system for top tier hedge funds, that run CNN Money, thestreet.com, Jim Cramer, the Democrats, which is the Wall Street. Currently, the Reddit investors, taking money from stimulus checks of $600 each, making at least $10000 - $13000 in one week. Combined damage to Wall Street, at least $5 billion, at least, uncoverable and needing bailout money. Today is Friday and it's going to be a huge day for trading. DISCLAIMER: We haven't bought any new stocks this week. For over a decade, we have been competing with other venture capital firms - As an entrepreneur, we don't realize that, when we first set our foot in business. Once you are recognized, the whole world competes. Hence, we highly recommend yoga and tao practices. At Shop Ventures, we have worked with various banks and high frequency trade robots. Writing algorithms for the hedge funds. The hedge funds robots are built through artificial intelligence and algorithms. With millions of dollars at hand, these systems can automatically understand the market, take the small investors out by placing their bets. The rules determine the game. The bigger the venture capital

fund, the better odds for writing algorithms, that can group invest. Twitter Mob and Angel Gate are some of the investor groups, connected to the hedge funds, influencing large outcomes. Of course, the regulations are always catching up, making changes.

Chapter: Entrepreneurship DNA - Toughness in the midst of a Virus

"You can outsource everything but product and marketing." "Build a wall around your values or they will be inverted." "Thinking is the original technology addiction." "And like everyone who's had enough, he wants more. – Control" "He had made a fool of me but he had paid well for the privilege. – Philip Marlowe" "The Modern Self-Image: Your image of your fan's image of you." "If I want them to take it seriously, I write it down. If I want them to take it seriously, I say it to their face."
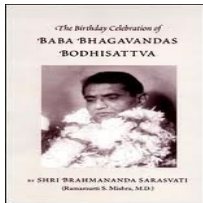
Chapter: Hey you … Yeah you Queen … You're gonna make it! cc @elonmusk @emilychangtv

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Chapter: .#Brotopia Ejaculation cc @emilychangtv #reverseVC

At Shop Ventures, we have heavily invested in content, context and switch. With http://bilalahmed.org, we are able to develop content, and use it for the right context, for example, wall street bets, and everything switches, to bitcoin energy - Money God.

Chapter: Social Networking and Security Algorithms

this one time, we had hackers attacking us. my #CTO came to me, "Bilal, we need to stop them, find their IP addresses, and put them in a black list". the hackers were doing 100k registrations on our #socialnetworks platform. I worked on the algorithm. I created a JMS server. Every time, a hacker attacks, I would log their IP address. Then I would send a message out, notifying everyone the hacker IP address. All the servers, would then have access to the hacker IP address. But it was too obvious. The hackers knew we were playing with them. We would change our captcha page, website homepage, the hackers would write scrappers, that can pull all data from your webpage, 100k registrations again. They would change their ip addresses. So we decided to give them an alternative reality. If we find you are a hacker, we take you to a scenic route. Pretty pictures on the website, but everything is fake. The hackers disappeared.

Chapter: Venture capital secrets: #f35 & #nasa #international #space - #ukraine #web3 #metaverse #aerospace #satellite #defense #fighter - power and superiority - artificial intelligence - maps and precision

The best products always shine in greatest turmoil. Snoopverse, trump social, SNL, f35, starlink and Ukraine brains transmission through space neurolinks.

Chapter: Building a #startup: #blacklivesmatter & #rainbowfamily - #nft #web3 #metaverse #facade #culture #job

Working with venture capital, seeing the job market, looking at startups building NFT, web3 and metaverse - Reaction of tech giants, is already a social facade in America.
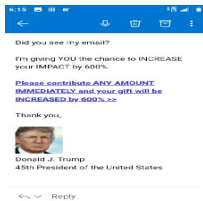
Chapter: No book, NFT or marketplace as a venture capital meanwhile #web3 #metaverse using #socialnetworking, trying #socialmedia, under budget #social

Try our venture capital coin, book, NFT and shop package. $50000.
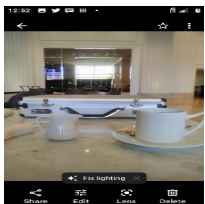
Chapter: How to Use Facebook Likes Correctly? I am a Social Network Software Developer since 2005 - 15 years ago - Friendster, myspace, hi5, bebo, facebook and twitter.

What if your whole life was about people liking your post? If people are not liking your posts,

does that mean nobody likes you? Do you think it stops me, from people not liking my posts? Does it stop you from not doing your job? Facebook should allow more than 1 likes per person, on the same post, by the same person. Think about how much time you wasted for that 'like'. On the other hand, now if you want a like, there are lots of criteria. Who the like is from? What's the energy frequency of the response? What's the exchange? How does the person exchanges with other people, when they get a like?

Chapter: Wall Street Bets vs Old Street - Hedge Funds - Wall Street - CNN - Jim Cramer - Investing in Shorting rather Long

At Shop Ventures, we have been in stock trading business in over 24 years. With the current Game Stop, Melvin Capital and Citrix Research, this week marks the greatest week in all times! Billions of dollars already have exchanged hands, between main wall street and reddit investors. People receiving $600 stimulus checks, turning it into $13000 through Robinhood stock exchange application. That was yesterday. Today will be another day. If you are set to invest, try your luck. Look at ACM, Kodak, etc. stocks, on stocktwits. This is your investor tip of the day. Shop Ventures is working on the matrix with Elon Musk. Paypal mafia, have decided to continue working various government agencies, including USDS and Code for America. Shop ventures and Paypal mafia go long back and will continue to look for business opportunities in 2021. At Shop Ventures, we believe in love. Once you fall in love with doing business with us, you become our scout. You are our eyes and ears on the wall street, and all streets. We don't judge, how much money you have - As long as you do your job. If not, getting fired from our venture is not fun. At Shop Ventures, we are all about building relationships - We spent countless hours, working with Hillary Clinton, Snoop Dogg and P Diddy for 6 years and counting! Many venture capital firms, have tried to get into that relationship, but the quality matters. Hence today, Barack Obama, Jeb Bush, Joe Biden, Donald Trump and all presidents are united.

Chapter: America Today

Mainland America used to be Whites, Blacks and Mexicans. Then the other colored foreigners

came in, #blueLivesMatter and #yellowLivesMatter. Showed the dominants #whitelivesmatter, internet. Whites previously destroyed #blacklivesmatter and #brownlivesmatter in #america.


Chapter: Bank Software: Integration of United States Treasury Proposal - Back-end Java micro services, front-end #javascript #web3 #securityVerse #bitcoin

Next tier: bank software - Expertise in java micro services design pattern (back-end) and JavaScript frameworks (front-end). Ceomobile app, wells Fargo including check deposit - 12 tiers into us treasury - federal home loan bank - international jumbo loans - servicer and owner ($100 billion) - tax software - Competing with mint, credit karma, square, cashapp, Robin hood, however closer to building end-to-end vertical solutions - Relationship with united States digital services that love our #entrepreneurship and banking experience.

Chapter: Internet Today

Once internet was built; We decided to move the resources, skill workers, back to China and India. Entrepreneurship begins internationally. In America, we moved into social networks, after internet and phone. China and India invested in their government tech, and advanced for 20 years. Currently, both India and China have surpassed us. We have lots of white folks, without any technical knowledge of things. We can't comprehend what currently China and India are doing.

Moved the engineers back to their countries, that build the internet.
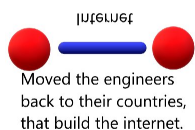
Chapter: Approaching Sales from a Startup School

Prospective: A Venture Capitalist Invested Company in comparison to Bootstrapping - Private Money

There is lots to be said here dealing with grooming in a Startup School in comparison to a bootstrapped Startup. There are many advantages and disadvantages in both cases. The advantage in a Venture Capitalists invested startup is market dominance and guidance. The advantage in a bootstrapped startup is freedom. While learning about Sales cycles for my latest book, The Sales Book, I examined the writing style of Paul Graham, from YCombinator. A brilliant writer and a teacher, who the whole startup community highly respects. His placement of I, We, You, Me and Yours was beautifully placed in the writings. The effort is really to get your startup team ready, to face the real world. All the tools and techniques required. However, I realized as a bootstrapped startup, we are passed that. We are more interested in real customers, for example, Ali Baba splitting with Chinese Government, and the benefits it provides. So in this case, we will have to dive a little deeper into our own business - Look deeper ourselves, and find meaningful connections, and bring them back to the startup community.

Chapter: Nano Monkey - mRNA - Object Oriented Key Cybersecurity

 Key Management. Object Oriented Design Pattern Slave Threads Master Threads Dynamic Injections Methods Event Handlers Conditions: if A, thread.wait(), if B, thread.notify() Dynamic Switch Garbage Collection Mass E = mass x speed of light x 2. C = Accleration of an object, as action. With Old mRNA, Born with Instructions -> mRNA -> Action (Life) With Old mRNA, Die with Instructions -> mRNA -> Action (Bardo) With New mRNA, fix for nano monkey, E = N (Soul) + Bindu (Birth) Human Keys, Earth Keys, Universe Keys

Chapter: Raising Worth - Entrepreneurship, Confidence,

Projection, Work, #socialmedia #socialoutcasts #Results #Mentorship #Employee Mindset Boss vs Making own Decisions - Validations

Building a startup is not a job - There is no boss you should address. You are your own boss, rather for something to happen. A guidance to appear is still a master and slave or student pattern some where. What makes you itch? The ability to scratch it yourself or stay itchy? Can't sleep. If measuring, the greatest measurement comes with competition. Is your diet working? Are you exercising? Can you handle it? Go to the point rather circling around it.

Chapter: Data Breaches - #google #facebook #twitter #bitcoin #tax #software - #java #microservices #bank #javascript #security #financial #html5 #web3 #metaverse #css

As we continue our pivot for open, addressable software market - we are seeing data breaches, across big tech and financial data. This can be resolved urgently as bank software migration to java micro services design pattern with JavaScript front-end with secure html5 and CSS. No NFT. Web3 and metaverse applications for financial technology should be written with it.

Chapter: California: Silicon Valley, Los Angeles and Mount Shasta Venture Capitals looking for Brilliant Entrepreneurs to send to Startup Schools across the World - Please contact Us

Silicon Valley is known to have very notorious investors. The ones that have millions and

billions and use the money to create their social media presence. Los Angeles is the upcoming startup scene, because of @snoopdogg. Mount Shasta is the new entrepreneur club, providing human capital across California. Many venture capitals from California, are currently moving to Miami, Florida. So here are my tweets from this morning on twitter: "So many back stabbers - you share their post, they delete. Fuck it, deleting all my tweets and starting fresh. Do I need any approval, from a hidden deity? My Morals: What I should or I shouldn't do. By the PHD in religions psychology. No wait - They learned EVERYTHING on twitter. Please continue. Things you never did; you teach others to do correctly. Things you never did - But people you know - Doing it better - It's the same thing - IQ, EQ and different - Same people - Different IQ. Why don't I have a team like this? Every day, someone I can share my thoughts with. I got my wife too early on social media. I have to train myself, plus her, also watch the kids all day. Fuckin zoom. People are climbing mountains - I am sitting here with my dog all year, 2020. Need some working space - I know, these people think of me day and night. Thinking of us - Me is selfish, meme. Ok, how many hours a day a work? You say, how many hours a day I work? I say: "twitter" :) Privilege to teach others that I don't know. So if I don't know something, what do I say? I should work on acting like I know. I am entitlement to speak my mind. That means I have entitlement; Whatever I say is correct. Compare this to entitlement with someone that doesn't actually know. Oh no, fuck, for that reason, we are sitting on Twitter for 10 years. Ok, after 10 years, how do I measure entitlement? I say measure on content and context. I don't think 10-20 years from now, people will remember Twitter. Twitter is a short-term medication. With Twitter medication, you crash. But you don't like any other medications? What are we going to do with you after twitter? We are keeping Twitter alive for you; but guess what, its 15 years old. Because you are at least 10 years old. Think of this way - I am a baby, born in 2021. What would I think of Facebook, Twitter and you? It still comes back to the wife, husband, dog and kids. Doing all these things to empress her. Like living in a time machine on twitter. impress the empress; I left that on purpose, to catch you. This technique of pin point accuracy of catching fish is called: read. It's easy. Don't look at other people's #socialmedia profiles too early in the morning. They, including your family, can sense it. Finish all the reads - Then start your day, which is watch me on Twitter all day, with the family, wife, kids and animals. f a poor person does it, it's bad. If a rich person do it, it's good. If a black person does it, it's bad. If a white person do it, it's good. It's funny how this is programmed, by this amazing school, that parents paid for, that embedded it so deep in the brain. Just can't get it out. Still reading - Haven't looked at anyone's social media profile. It's 8am, on a Tuesday. ok, what's the difference between weekend and week days? What's the hours of work, for a company, between weekends and week days? What's a good time to go to sleep, and wake up, when you have wife and kids, and animals at home? Am I spending enough time outside, as well as inside? Am I getting enough sun? My skin is so white, people can see amoeba's coming out of it.

Chapter: Biometrics for Wall Street Day Trading / Gamestop / Bitcoin Energy

We have been investing heavily into the Wall Street for 24 years. With day trading, you learn about buying stocks, short and long. With hedge funds, the bet is on stocks going higher or lower. With Elon Musk being the richest man on the planet, in the past few days, with him tweeting about GameStop stock, the market is gone into a huge momentum. The buyers and sellers will be ready to either go long or go short today. Today marks the biggest trading day on Wall Street! Look for Tesla and Gamestop prices today. Of course, we will have to see how government regulations come into play. But they might be allowing them to play and see what happens, especially that Elon Musk is also involved with SpaceX. Melvin Capital went bankrupt because of rich people, openly talking about stocks and moving the market. At Shop Ventures, we have developed algorithms for reading biometrics imprints, voice sample and facial recognition, to authenticate a user into the system. The system, based on authentication, authorizes the user and single signon on various applications. With the same principle, a user is tagged. Once the tag is obtained, a user is free to move around, access all systems, that have a tag reader, similar to a credit card reading device. We can also obtain information between a link, between two tags.

Chapter: Shop Ventures: 2021 Business Goals - Social Credit System - Parents and Children

Children have a huge reaction to entrepreneur parents. They copy all their habit of their parents. While on Twitter, and given all the things we have gone through, with the virus, there is a huge social transition that's coming next. On Twitter, "People are looking at education without twitter is way over or under the head, whatever they consider education, by being on social media every day, teaching the kids to be on social media all day, when they grow older. forget work. kids learn more from other kids, more than their parents, especially the kids that are really migrants in their heads, at school, from their parents entrepreneurship experiments. Isolated." However, at Shop Ventures, we are here to change that. More on Twitter: "it's like when you change your password, what comes to mind? it's like your wife doing dishes in the kitchen, what comes to mind? wasn't trying to flirt earlier. she only wishes. I had lots of girls chasing me, all my life, and still. my problems are different dude.

Chapter: Bitcoin Energy vs Wall Street

At Shop Ventures, we have been working with high frequency trading algorithms. Due to recent trading between Robinhood and Wall Street Bets, many walls have crumbled. The CNN, Jim Cramer and other hedge funds, invested by Christian Church and many other donors, invest on "shorting", rather growth. Monday is going to be an awesome day at Shop Ventures. There will be lots of action, buying and selling of stocks and options. Our agent Larry Chiang from Stanford, California and SXSW, Austin, Texas says, "you have burned more gas in the last week on Wall Street, than 6 months of gas in your car, going back and forth between Mount Shasta and California". At Shop Ventures, we are here to help. If you are a Wall Street customer, looking for software developers, to take over your IT data center, we would love to help. We can teach you programming; high frequency bitcoin algorithms for trading. A beautiful offshore team in India. We are at a great turning point in investments. Whether you choose gold, bitcoin, cash, real-estate, high frequency trading companies, startups, entrepreneurs, locations or passion. As part of Paypal investment group, we give you lots of choice and freedom.

Chapter: Burn Rate: Key Survival - All tiers of #entrepreneur #venturecapital #startups - #nft #web3 #metaverse - dot com crash - #www #web2

Burn rate - Indicates sustainable business, e.g. working with Hillary Clinton, Snoop Dogg and Puff Diddy for 7 years - Build for long vs short. Most venture capital are investing large into politics due to social media - A burn rate they can't compete, a concept they didn't invent - Hence as derivative of understanding, spending trillions on social networks with wrong people in positions through money can take the risk half way. However, the best investor, our partner in pixel JavaScript web3 toolkit wins what Facebook meta us trying to do.


Chapter: Digital War - Human Trafficking on Social Media - Twitter, Instagram and Facebook cc

@emilychangtv @tristanharris

Tweet: "A digital act of war has happened," says Tristan Harris, co-founder of the Center for Humane Technology, to @emilychangtv about rising polarization and violence on social media. Tweet: ... "digital act of war. Social Dilemma star @tristanharris says Facebook and Twitter are making $$ not just by manipulating us but dividing us into "cult factories." Tweet by @mytweetmark: "trafficking signals". Tweet by @hillaryclinton: "Thinking about the children in Flint". Tweet by @mytweetmark: "Thinking twitter users vs children in flint". Tweet by @startupljackson: "Rich people complain about advertising. Poor people complain about bills". Tweet by @mytweetmark: "Rich people complaint about him. Poor people complaint about her."
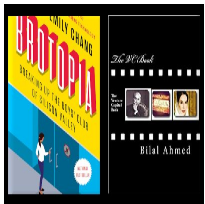
Chapter: Shop Ventures - Gold / Platinum Wellness Incubator Service with access to Trillions - Yoga, Vegan - Books / Digital Coin strategies / Nanotechnology Investors

At Shop Ventures we have been very successful, running two different batches of entrepreneurs for 2 years - The experience, priceless, and I would HIGHLY recommend all the junior entrepreneurs and venture capitals - To try that. Be like Clubhouse Miami, study the patterns of people on social media - Get lots of publicity through high value energy - We call it "bitcoin energy" and write the software, that the venture capitals are asking you to do - We are all rooting for you - Going to the gym, doing huge amount of workouts, to keep your energy up, and we can show you what we have - A huge set of weapons, to inspire you, to send you all kind of messages, through the 'other' venture capital groups, that could be competition. However, learn as much as you can. Take as much advice you can and take actions accordingly. Come join in with Shop Ventures, and join one of our incubator programs!

Chapter: Market Time - Betting on Team - #nft #web3 #metaverse

Startup Pivot - Market Time - In case you build a NFT or not - The money is in secure services around financial technology - web3, java micro services. As business model, on a beautiful Monday - when most people like Dave McClure and Marc Andreessen, eat your ideas before lunch time. As investor we can wait - However if coming in to write software - Better have a team that can execute. We understand people have day jobs so rather thinking too much, either invest or continue researching - However I am sure Arthur Svider from bebo on our team can guide you into building a social network, acquired by AOL for almost a billion back then. It takes a village.

# Chapter: Run Like a Mob - 2021 Business Goals

Run like a mob. "A mob doesn't change its mind, but a market does it all the time." "A group of people who think differently is a market. A group of people who think alike is a mob." "The tech industry goes where the entrepreneurs go, not the investors. Today, that's the SF Bay Area. Tomorrow, the Internet." "You can't move a trust-network any more than you can transplant a forest." "It's only a matter of time until the narrative-industrial complex comes after crypto." "Your family is broken but you're going to fix the world."

Chapter: Virality on Social Media Channels - Bitcoin vs Wall Street - High Frequency Trading Algorithms

Lots of interesting things happening on Shop Ventures this week. Billions of dollars exchanged hands, through Robinhood applications. Many in Wall Street lost money. Many entrepreneurs are now born, with money, taking our DNA and starting their ventures. Sometimes, a little bit of social media, can help. With lots of hedge funds going down and out of business and looking for bail out money - We are suggesting that Melvin Capital, Citrix Research and Robinhood should buy us out! We have the crypto algorithms wall street, high frequency trades and can also teach, lean startup and agile development. The old Wall Street is gone, CNN Money, The Street dot com, Jim Cramer, and all the billionaires that take from the poor. Gives a false reality and bubble for all the rest to live in. It's time for the Robinhood millionaires to invest in venture capital business. Look for partners, investors, advisors and customers. The new earth, new

entrepreneurs, born with our DNA. If you are still running manual, and not robotic, step aside, dude.
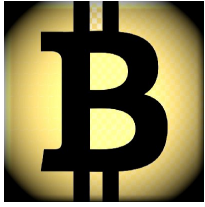
Chapter: Brilliant Venture Capital move from California to Florida

In the past couple of weeks, and perhaps been planned out for a while - Most of the Silicon Valley Venture Capitalists are now moving to Miami! This is a great time for aspiring entrepreneurs to consider migration. The network, the infrastructure, restaurants, conferences, everything is getting upgraded for the investors to make their new home. The mayor of the city and many other very prominent figures, for example, Jeb Bush, very eager to have the Silicon Valley Venture Capitalists in their arms. 2021 is going to be exciting year for the venture capitalists. With changing markets, the opportunities are HUGE! They need a safe place to work. San Francisco became too dangerous and security is not cheap. Most of these venture capitalists, suffocating in their homes for the past year, recovering from any illness, which everyone is - In some degree, more or less, because of the virus. In the next couple of months, hopefully the restrictions will be removed and they will again be able to travel safely. It's going to get lonely in California without them. However, they are still available on Twitter. Hopefully 2021 is a great year for disruption, for Venture Capital Industry and Social Networking. God Bless! Thank you America.
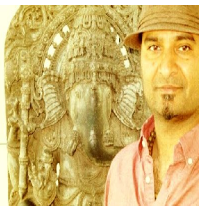
Chapter: Venture Capital in Politics: Business Prediction 2021

This is the second week of 2021 and already booming! "Most powerful industry in the World", according to Emily Chang, from Bloomberg. Today, I found out about "Brotopia", her book on "Breaking Up the Boys' Club of Silicon Valley". Me, being harassed for a number of years, by the same venture capital, that are always violently threatening the entrepreneurs. Perhaps the business net has shrunk. These white collar workers, are not getting any deals. Especially with China influence on the rise - Most of the Silicon Valley venture capitalists are getting cut, for good reasons. However, there are already lots of venture capital startup schools, all over the

world. They already have a foot print in the Chinese market, in the grooming of the entrepreneurs. Any new deals, in 2021 could be risky, especially when some of these venture capitalist are really into color, i.e. white. Energy matters - Either you love to help or you are fighting to help. Always go with love and not venture capitalists with too many extra curricular activities. Look at their social media profiles. Gather up their social behavior score. Figure out which venture capitalists to be close with - and which ones to be closer. Be nice though, either way.
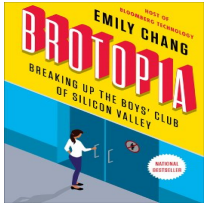
Chapter: Society

1. Shop Ventures - Masters of Social Media Startups. 2. Shop Ventures - Yoga, Tao and Startups Culture. 3. Shop Ventures - Creator of Social, Moral and Natural Law Society.

Chapter: The Energy Grid

The whole point of the virus and 5G is to re-establish the energy grid. Now it's complete and the vaccinations are available. However, vaccination is not required. But you have to follow the rules of your state.

Chapter: Networking at Chirp, First Twitter Developer Conference 2010

I met this cowboy at #chirp, first twitter developer conference. I think I might have written about it in my books at @bookly_love, http://bookly.love I shook his hand. He said, "What's your

name?" I said, "@mytweetmark". He says, "@mytweetmark??!!!" straight in my eyes.

Chapter: AngelList Founders - @nivi and @naval - Startup Quotes

"Nothing is complicated, it is just poorly explained". "Never explain, apologize, qualify, or follow up your tweets with another tweet. Just say it and move on". "Naval: Never write prose when you can write poetry". "Nivi: Write prose until you can write poetry". "A lot of people never get over the fact that people on the Internet are willing to listen to them".

Chapter: Shop Ventures Update: Defining Future Culture of Society: Social, Moral and Natural

1. Software Social Media Coin Books Incubators 2. Creating a Health Culture, where 99% of humanity is unhealthy. 3. Startup culture: No money Required from Venture Capitals. 4. Software Culture: Build software faster than any Venture Capitals. 5. Coin Culture: Turning Cash / CNN / Jim Cramer / Wall Street Bets. 6. Fighting Cancel Culture: Inequality in Society / Venture Capitals. 7. Government Software: Architecture for Security / Micro Services. 8. Future Culture: Studying Energy Particles with Hyperbolic Workouts. 9. Shop Ventures - Buy Some Coins Today!!
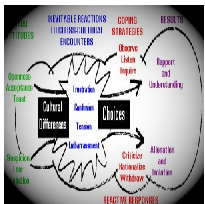
Chapter: Building Applications, Writing Code, Teaching #leanstartup #agiledevelopment, #meditation #yoga #tao

#startup - Positive vs Negative Affects on Society - Winners and Losers - Validation #nft #web3 #metaverse

As we continue to launch software products studying use cases, helping entrepreneur across the globe with funding and sourcing options - Rotating resources as not to latch on like permanent fixtures - Some get this privilege because of relationship - Some try to copy it, out of their own ADHD. But what causes it? With horse shoe theory, the greatest success comes with the biggest losers?

Chapter: An #Architecture of #blockchain #nft #marketplace #web3 #exchange #crypto #metaverse #JavaScript toolkit - A #Founder Story - Competition Facade #www #web2 #technology #security

There are so many companies in this space - Multiple x-times the amount or startups at chirp 2010, the first and only Twitter developer conference. We are leader in this space - Building software and putting any startup school to dust because we are not sharing ours - We are going to continue building ours and compete on burn rate. Lots of work in India and China. So either you build it - Buy from us and run it - white label it, or invest in it or bitch about it.

Chapter: Cryptocurrency - Switzerland neutral - Financial Transactions - Systems legacy - #cash vs #coin - #Authentication and #Authorization - Turn key - Enhancements and Fixes - #swift #Ukraine #eu #nft #web3 #metaverse #dogecoin #bitcoin

With ETF as business model and now moved Switzerland from it's neutral position, old systems, hard to change, compared to crypto economy and culture change.

Chapter: Social Constructs - vocabulary, movement, vision, ears - Practice #yoga #tao #startups - Comparison not doing it cc #nft #web3 #metaverse

At shop ventures, we realize that career blocks - Based on our comfort, meanwhile, by comparison, the guy on the opposite end of the table.

Chapter: Behavior that doesn't scale - Self limitation - idolizing lost cause - #nft #web3 #metaverse

If the needle is turning negative - The sales pipeline is broken. Following temporary surrounding to fulfil. However, in the long game, behavior can be fixed. In the short game, the patterns rigid, the learning is shorten - Doesn't make up for the weakness.

Chapter: Small #Business #NFT - Crowd #fund vs #bank #loan

With small business NFT, you can launch your business - Use family and friends to crowd fund your business rather taking business loan from the bank, so loan could be additional to crowd

fund and source, get the resources for your project.