

[Transcript] My First Million / Creators Who Have Made \$50M+, Multi-Million Car Businesses, and Sam Altman

Three hours in I was like this isn't for the pod. This is for my soul
Dude, I've had a hell of a of a day
I'm not gonna say who but check this out friend wanted to come skateboarding with me
So naturally he got a concussion. So I took him to the hospital
By the way, did you even get like an hour of skateboarding in or was this like I got an hour in I got
an hour in
Yeah, and then he was getting hyped up seeing me do stuff
He fell hit his head take him to the hospital to get his concussion checked out turns out while we
while we were there
While they were getting the scan their appendix ruptured and they get rushed
Overnight or they get they have to stay there overnight get rushed to the different hospital
Emergency appendix surgery. So this head injury basically saved his life and they were like
I don't know like this is just a gift from God, but you definitely could have died from this
Did the appendix get damaged in the skateboard fall or no just separately happened to be the same
time
Separate it's just a weird turn of events very separate. So that's where I've been so I'm a little
disheveled
But I'm wearing my cool guy jacket now. That's my new thing. I'm gonna be the token cool guy
You could be the nerd. Yeah, no, this is real leather, bro
This ain't the this ain't Tesla vegan leather, but I'm in my cool guy outfit. So I'm good to go
Yeah, cool is what I would describe that as
All right, where where shall we start is Sam still showing up to the BYO be empty-handed
Or is he bringing ideas to the table? Where are we at with this whole well Sam does research thing
I know you started with a doctor's note there. So is that your excuse for why you don't have any
topics?
We I just went over a lot of my topics. I was the one who did the topics
Oh, you want to talk about your new seed oil only diet?
So like seed oils are all the rage right now is it just in my world we start talking about them and now
I'm seeing everywhere
People are so anti seed oils my friend Dennis was like screw it
I'm only in seed oils from now on I looked yesterday at the bag
I was like, you know what I kind of want to have one of these little little bag this little pretzel thing
for a second
I just let me just check the check the stats on this. I was like, yeah, it's not so bad
Not that not too many calories and whatever and I looked at the the ingredients
I saw canola oil on there or something like that, you know sunflower oil
Whatever these things are and it was a Sam voice in my head that just told me these things kill you
And so I decided I decided to put it down a drinking big tall glass of water instead
So pretty pretty big net win there for me. Yeah, I don't know why it's bad for you
But someone on Twitter told me it was therefore
It's true if it's if it's written down on Twitter or if it rhymes or if it's like a cute phrase
I automatically believe it
alliterations rhymes or four people I don't know

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Either any one of those three and I'm in dude. All right, let me tell you something interesting
And this is more so I want to put this on record that I brought this up about two years ago
But have I remember when I told you about the company bring a trailer?
Yeah, yeah, you said you said you were talking about car companies or auction companies or
something like that and you were like
Dude, there's this thing you've been told that this is like a lot a long time ago for a long time ago
You were like, dude, there's this thing called bring a trailer. It's sick. You can just buy a car on this
auction thing
I don't even know how it works exactly. You're like it started by this guy. Doug. Doug. No, you're
confusing two things
It was the guy from inbox or whatever, right? Yeah. Yeah. Yeah, so it was started the main guy
I forget his name Nathan. I think the the non main guy but also co-founder
I think his name is gentry underwood and he started this company called mailbox
Which is like an email thing that sold for reportedly a hundred million dollars to Dropbox like before
it even launched because it built up
Such a huge waitlist and it sounded like a cool product
I don't even think it got launched
But anyway, it's this website called bring a trailer and if you go to it, it just looks like almost like a
blog
It's it's fairly unsophisticated. Honestly, I think it's a WordPress and what they do is there's this neat
niche of car
enthusiasts who like things from like the 70s to like early 90s, which
Like your jacket. I don't like my jacket. Yeah. Yeah, exactly like my jacket and it started out small
but it sold recently and it was
Recently ish announced that they last year in the trailing 12 months sold something like 1.2 billion
dollars worth of cars in one year and
They made something like a hundred million dollars in net revenue with like 80 employees and you
go to their website and it's so basic and
People love it and there's this guy named Doug tomorrow who has a YouTube channel where he
reviews all types of cars
And he does it just with an icon iPhone and he like always has like have you know like a bacon
collar?
Have you heard of a bacon collar? It's like where you wear an undershirt on your on your shirt in
your white shirt
The collar is all like shuffled or like the the the white sleeves are like coming down below your polo,
you know
I'm talking about okay, so your undershirt is showing is that the idea?
Yeah, we're like under like he's like it's like where you're wearing like imagine a guy wearing cargo
shorts and like an old
Navy t-shirt with like a Hollister polo above it and like you have a bacon collar like he just totally
looks totally
Dishuffled it's incredibly unprofessional looking. Okay. I got the definition
Shirts that have a wavy neck due to being stretched out or from improper care. Yeah, it's just like it's

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just like the very typical

Bacon collar guy so that's what this guy is he does a bacon collar guy

But he's hilarious and he's lovable and he's likable and he's built this YouTube channel like he'll Review like a two million dollar Ferrari as well as like a thirty thousand dollar Honda pilot and it's right pretty hilarious

He's got three or four million subscribers on YouTube now. I told you about two years ago Maybe I forget when maybe three years ago

He launched this new company called cars and bids and it's very similar to bring a trailer

And so I predict that this is actually gonna be a multi hundred million dollar exit

And I want to make my prediction there now that that's gonna happen

But what's really interesting here is

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Then this is the podcast for you the hosts are Kit Bodner who's HubSpot CMO and Karen Flanagan Who's HubSpot's SVP of marketing on the pod they share their unfiltered marketing expertise one of my favorite recent episodes was called

Why creators are disrupting marketing Kip and Karen talked to Steph Smith

He's been on my first million a ton about all things creator economy

They asked her how you could find a niche audience how to create great content for them and how to monetize that content

And if you know Steph Smith, you know, there's no one better at that kind of stuff

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Curated auctions. I think that's very fascinating because the reason it's fascinating is if you go to eBay

Have you been to eBay in the last like five years?

I have not dude. No, like not a lot of people do of course a lot of people do but like not a lot of people do and

Because it's one of those things no one goes there anymore. It's perfect description. It's got like 100 million visitors

You don't know any of them. Yeah, it's too crowded

No one goes there anymore. And so it's one of those things where like you go to eBay and you like that one

You go to eBay and you get overwhelmed with options and

There's a couple of businesses that I've been looking at where I'm trying to think of what a curated auction could be

Because I think it's like I think it's cool and it feels it's just a beautiful experience. You know, that's what we that's our phrase

It's just like

But it's just beautifully done. Yeah, it's beautifully done. It's really well done. Anytime people can say like handcrafted or like

Ultra premium that's what this is and I really have been digging this

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I invested in a company that is doing this for homes because I've been looking at like what are big ticket items that people will buy online that they previously didn't but they will because it's more well curated. So like for example, we talked about I can never say it right

But Hodenke we had Kevin Rose the founder they sell like you can buy like a forty thousand dollar watch online

And they do a really good job of editorializing it

So I've been thinking what are other categories where someone can buy something online? That's 30 to a hundred thousand even a million dollars plus

But if you curate it nicely and you describe it nicely with beautiful photos. So in the same way that Airbnb

I don't know if you know this but they used to send out photographers to the really nice listings because they're like

We charge a thousand dollars a night with better pictures

You can charge fifteen hundred dollars a night. So it's worth it worth it to us to help you make your shit look better

What else is like that that these curated auctions can can work at because I think they're really really cool companies to

Run and they're really hard to break once they work once they work

It's like the people working there you guys are important

But like the community has taken you or you are just a you you're just there to help the community

It's no longer your business that you're pushing down people's throats

golf equipment

Golf equipment golf equipment really

How much is an expensive how much what do you say that? Well, you have an enthusiast market

You have kind of like a knowledge gap of which one should I get what's better?

What's worse blah blah blah?

You have a super premium price point and I think a golfer over the course of their lifetime is gonna spend

You know probably upwards of ten thousand dollars on equipment

And I think that so exactly because I think the thing you want is like cars you want a high ticket, right?

You need you need a high ticket you need ability to drive high ticket customers to something

And so I think that's one where people will nerd out on the content and get there

But I have other this what you said by the way is a perfect lead into two things. I want to talk about wait

Let me say mine livestock like animals hell. Yeah, dog dude my my so listen to this my cousins

They're they're cowboys, so they buck bull. They price it's called

If you ask them what they do they'll go I buck bulls which means

They live in rural Oklahoma and and when I went to their house once and instead of like it was a Thursday night

And instead of going like the community softball game

we went to the community rodeo and

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There was only like 20 people in the stands, but they are practicing their rodeo
Which is basically you get on a bull and bulls are mean bulls want to kill you even if they even if you raised them
They're just like mean and they get on these bulls and they buck them off and the bull
The person who stays on the longest gets a prize
But the bull who bucks the hardest based off of like judging wins a prize and some of these bulls cost 50 grand
My parents bought into a bull for \$50,000 and they get a portion of the like the offspring like the
The the the sperm that they they sell and they get a portion of the winnings from the bull and they get investment
They make money off of it. Yeah, and they what kind of money we talking here. Well, what did it do?
The return is not like that great, but like you like I don't know you get a couple grand every once in a while
So it's like not that great and like the bull can like break its leg and you're screwed
But but like should we go have these on a bull?
It is pretty interesting to own a bull
But it's a it's a it's a huge sport in certain parts of the country
My cousin went to college on a scholarship for bucking bulls for being a rodeo guy
And so and all these folks they they they it's cash
So they'll come to the rodeo with like 10 30 40 grand in cash and they're like playing right there on it
It's very fascinating. You've never been to a livestock auction. Sure. Have it dude. It's dope
But I do think I do think we should go has he's on a bull if there's a bull dealer in the audience
I hit us up. We are we're in the market for one and we'll live stream our bull purchase. Yeah, this is great
Okay, so livestock that's one. Yeah, sure. I like that. Let me tell you two things one
You said something about like oh, it's beautiful as well done and it reminded me yesterday
I found an amazing what would be an amazing DTC product not amazing like hundreds of millions of dollars
But a DTC business that is I know would just it would work
It would work really well. It would be very profitable if somebody wants to operate it
I know I will just simply give you an idea in a playbook and then I'll take my share and we can we can start this company
But basically it would require somebody who's good at things that are beautifully done. So
This I think requires the feminine touch. So
I'm sort of fishing in a dry pond here with this with this podcast
But to our four female listeners if any of any of the four of you you got a 25% chance each here to step in and take it or
To one of our male listeners if you I don't know see a fit female today. Let her know about this opportunity
I'm looking for somebody who could do something that the product is beautifully done. It would be a successful DTC product
I have no doubt in my mind. You just need to be good at a couple things and

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Short-form video content ticktocks or getting them made by other people if you don't do them yourself

But it's easier. All right, you have been the palm of your hand. Tell me what it is

I can't tell you on air because I don't want everybody to copy it. I will tell you off air. Wait, really?

Yes, dude, this is the lamest segment ever

Is that really it that's really what you want to do

That's really what I'm gonna do here

If it happens then we can we can reveal it and if it doesn't happen then I'll also reveal it because I've nothing to lose at

That point. So just not yet. I I was gonna remind people this is usually a segment where I remind people of our gentlemen's agreement

We're we work for you now, but all you have to do is go to our YouTube channel and subscribe

That's a gentleman's agreement. It's called the gentleman's agreement because I can't check to see if it's true

So you just it's just a base on trust but

After that lame I violated it. Yeah

That's lame. So if you want to do the gentleman's agreement, we owe you now

Alright, all right. I'm in the penalty box, but I'm gonna fight my way out. Okay, so here we go

I tweeted something out the other day that I think is very interesting and reminds me of the Doug DeMauro

Thing that you just talked about right a you to create her. Yeah a YouTube creator

Who's not just gonna make money off YouTube ad revenue, but has built a business that they built basically a 50 million dollar plus Empire of

YouTube, why did I ask this question? Well, your boy is gonna start doing YouTube content

But your boy also wants to make more of the 50 million dollars doing this process

And so I wanted to see who has done this before because I'm not really interested in being a pioneer the pioneers get slaughtered

Right, so I don't want to be a pioneer doing this. I want to be sort of a fast follower

So I was looking for examples and I got a bunch out of this tweet

I want to read some of them off to you and see what you think about these first one

By the way, when you tweeted that I don't know if it's because I know you well or if everyone like could read through the lines here

But it was very much like

Tell me what to do with my life. Yeah. Yeah. Yeah. Yeah, like hey, can you just validate my parking pass here?

Yeah, I need some need something so first one's right up your alley more plates more dates

Love or plates more dates. You probably know this story a little better than I do

I didn't know he was doing this because I've watched his videos

He doesn't really pump product as much as I release in the clips that I've seen if you watch closely He does not not in an obnoxious way, right? So this guy Derek super likable guy puts out great content

I'm not even really interested in like testosterone and like steroid usage and something else occasionally

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I am with certain athletes, but usually not but I find myself just watching this guy's videos because I like this guy a lot

Apparently he's got a brand or maybe two brands one brand, you know the name of it

Yeah, one's called Merrick health and the other one is called gorilla gorilla mind. Yeah, so gorilla mind

If you go to gorilla mind, gorilla mind is getting I want to say almost two million between one and two million visits a month

Right, so let's say a million visits a month

I think it's pretty safe that this that this brand is doing about a million dollars a month in revenue

So 12 million a year in revenue on his supplements brand. I think more I would take the I would take the more on that one

Yeah, that's a conservative estimate

Would I wouldn't be surprised if it was as high as four million a month and supplements are an amazing niche to be in right?

Like everybody wants to be in the supplements niche. So that's great

Just gave you by the way two pronunciations of niche back-to-back just to appeal to both sides of the aisle

You totally redeemed yourself

And then Merrick is this TRT clinic

So they basically do kind of like, you know help men, you know stay young so hormone replacement hair loss sexual

Wellness all this stuff this thing's got to be doing pretty well too

And I think they also do the semi-glutide stuff as well

I don't did he start this or what because it has the 200 employees on LinkedIn. Is he just a partner or he started it?

I think he's an equity owner

I don't know if he's the guy, but I think it's he's he's so popular that it appears as though

He's a main guy and he's definitely pulling his weight. I know a lot of people who use Merrick health

I don't know anyone who uses gorilla mind

I think gorilla mind's a horrible name for a supplement company, but I trust Derek

I think the branding on this is wrong, but it's interesting and it's what's really interesting is like he sells creatine

Do you anything about creatine? It's awesome for one and number two. It's basically like

I'm almost positive that creatine is like a commodity like it's almost like all the same and and he's selling it

But he has an upset he has a he marked it up because it's Derek

But yeah, that's a good example of a crater killing it and by the way, these examples I specifically said I said you

Get kicked out of the party if you come in here and you say Joe Rogan or mr.

Be starting like it has to be somebody else like not the examples everybody always talks about

So here's here's a couple others. Okay, so here's some that I'll go in order of the ones you know to the ones

I think you don't know another one, you know

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Kayla

It's seen is I don't know how you say her last name Kayla. It's seen is I think

No, I think it's like it's new or something

I think it's pronounced a little bit different

But but if you're if you're one of the four women listeners, they 100% know who she is

There's one time I tried to pronounce like Hermes or something like that on this podcast or like Hermes. Yeah

I you know, I got a lot of shit for that. Yeah, one time. I heard you pronounce it. The he you're not exactly good at pronouncing

Pronouncing things my mouth doesn't fully work. Yeah, I got a stick tongue

So she's like a fitness influencer type person ends up creating an app called the sweat app. I believe they sold it for

\$400 million so her and her

Husband or boyfriend and then they broke up, but they kept building the business together

I don't I don't know what ended up happening there

But sounded like there was some drama \$400 million on this exit

I thought that was a great example of not just saying cool

I'm gonna hold up a detox tea and you know get paid \$5,000 for a shout out

I'm actually gonna create a business off of my following Mark Rober

So Mark Rober. He's a former NASA engineer. He makes like engineering videos like oh, I built the world's biggest t-shirt cannon

I love this guy. He built a yeah, he's really likable guys like, you know, the science teacher everyone's favorite science teacher type of guy

He has a monthly subscription box

I think that does like it's like a science kit and you're like you get to build little products yourself

And that's a great idea super on brand. It's 25 30 bucks. This thing is I think doing millions of dollars a year pretty safely

He's got a very very big following 23 million. I think on YouTube. I mean, he's like one of the big guys

Yeah, he's been around for a long time. Okay, another one. You probably know Ben Shapiro. So Ben Shapiro is by the way

I'm gonna make a little prediction. You don't agree with everything he says, but you kind of love this guy. Yeah. Yeah, that's up

Yeah, I'm

Yeah, I like his nerd swagger

I like he's actually trolling everybody and he's he's just fast-mouthed

He just like says things very distinctly and quickly and I don't believe in most of the things he says

I believe in maybe some of them. He's pretty religious and I'm not into I'm not into religion

But he says a lot of stuff that I'm like, dude

Just the fact that you came with that like pretty brutal reply so quickly. I respect you

Yeah, it's like a rap battle, right? Like you just at the end of the day

You know, whoever kind of insults the other person the fastest and the best wins and he does not have a thick tongue like your boys do

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So he's got is it the daily wire? Is that what it's called daily wire?

So this is like a subscription media company that he created because

They're just sort of like anti mainstream media that became a big thing like fake news and F the mainstream media

Well, why don't we create an alternative the daily wire and the daily wire does some insane numbers

It's like only in year three or four something like this very new and it does over a hundred million a year in subscription revenue

Yeah, and have you heard of their their spin-off Jeremy's razors?

You gotta go to this so go to it's just Google like daily wire razor company

But so basically dollar shit or Harry's razor was one of their spots

so basically Ben Shapiro is conservative or he's right-wing whatever you call him and so naturally like the left hates him and

The right loves him because they feel like they're being cancelled all the time

And so Harry's razors was one of their biggest or big advertisers and they bailed they you know said

You know, we're not gonna associate with Ben

You know you're screwed up and so the founder or one of the co-founders and CEO of the daily wire his name is Jeremy

So they created Jeremy's razors by the way, this guy I think is the mastermind behind this whole daily wire thing

Yeah, yeah, yeah, he's like the straight guy

I think he's the business guy and so if you go to Jeremy's razors

You'll see the website and they made this crazy video where they just said like it's actually pretty hilarious regardless

If you agree with him or not, but they created this video

That's like a hype video and it was launched nine months ago and it has 22 million views and they're selling millions and millions of dollars

They basically just took the Harry's razors like it's pretty much their site is

Identical to Harry's razors, but they just call it Jeremy's razors and it's like and the picture is this guy who's he's like smoking

A cigar it's basically a big middle finger to Harry's razors on the about page

It says Harry's in the daily wire had a deal they paid us we advertise their razors

But after we said that boys and our boys and girls and girls they publicly condemned our views as Inexcusable and misaligned and you know what you're damn right our values are misaligned we value truth and the right to speak

We embrace masculinity and the courage to uphold it and so that's like their whole shtick

It's us versus them regardless of what you feel about that if you think it's right or wrong

They capitalized on something and it's and it's doing well. This is so good

Wow, this is an amazing amazing little case here the video that's the like ad the launch video for this it starts with it

It's like it's like professionally made and basically starts with like you hear like a car and you're in a parking lot

And it shows like the parking signs and it's like, you know

The daily wire and then it says God King and a guy pulls up in a McLaren

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And he gets out with a blowtorch and he goes inside and just blow torches a bunch of like Harry's like merchandise

And just sets it on fire and it's like such a such a smart thing to do to take this like great business model, right?

The the classic kind of Gillette razor cartridge model and then just be like no

This is the one done by us for us, right?

Like yeah, that is so smart and I feel like that just opens the door for them to do this in five other categories

Yeah, it's a very very intriguing case study of what these guys are doing. So yeah, that's a good one

So can you write the word Jeremy on a stick of deodorant? Yes, you can all right great

Can you write Jeremy on a stick in a tub of toothpaste great? Yep. You sure can what else can I write to her Jeremy on?

That's not there's now a guy running around grocery stores be like we can write Jeremy on that

Yeah, they're like hey Republicans like sunscreen, let's do that

White people get sunburned. This is totally work

Yeah, interesting case study. All right. What else is there?

All right, so then there's kind of like the Emma Chamberlain

But a lot of people talk about her coffee thing people know that Pat McAfee

Killing it, you know, he kind of did he did a hundred a four-year hundred twenty million dollar deal with FanDuel for his NFL show, which is

Pretty insane. That's like a absolutely insane like brand deal to pull off. Okay, then there's some others that I hadn't even heard of

So he's also the host of like WWE. Do you know that he's like an announcer there?

He's kind of cross I went down a very deep Pat McAfee rabbit hole one night because I was like I think I love this guy

He's amazing and I was like I'm doing this for the pod this research and then

Three hours in I was like, this isn't for the pod. This is for my soul

I just enjoy this is watching this whole journey and I was also like I don't think there's even a story here for the podcast

I just think I really like this content and I'm and I never talked about it three hours in I was like

This isn't for the pod. This is for my soul. I just did three hours one night and I just never brought it up

There was one time where I thought about our setup and I'm like we should do it standing up because he stands up when he records

And I love it. He also wears a tank top, which I know you love

Yeah, so when when

All right, so here's some others that I didn't even know who these people are Danny Austin

Do you ever heard that have you ever heard of this person? No, okay

So she created a brand called Divi and it's basically scalp care for women

So she basically took a problem in her life, which was I think maybe like as she was aging a postpartum

Maybe she was struggling with hair loss, which is actually pretty common for women to struggle with hair loss

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Like I know my wife like after we had
Every time that you go kind of like after you have a baby like your body's just producing whatever
different hormones and there's like they all like
Complain about like, you know, their hair thinning or hair loss. It's a very common thing
So anyways, she creates a brand or she first was just talking about the struggle and then she sold
the solution
So her content was everyone's like, oh my god, Danny so vulnerable so authentic. Oh my god
So like I'm so glad you're speaking up on these issues and like you're a beautiful queen
You're so beautiful. This is like don't worry about it
And then she sold a solution which was like the scalp care thing and she did \$20 million in the first
like 10 months or something
That's crazy. So it just like took off right away like a rocket. And so I like that one
There's another way. Do you ever watch dandruff videos on tiktok?
That's like my favorite type of content of people just like flaking off dandruff. You ever do that?
People like popping zits too. Dude because I got crazy dandruff if I like itch my head
There's gonna be a snow day
I'm always looking for like a good a good dandruff shampoo and I love watching dandruff videos on
tiktok
It's a huge niche. Don't wear black around Sam. Yeah
So this is woman named Mindy McKnight, this is another cool example
So she started a brand called cute girl hair where she was because she was just doing hair style her
name YouTube
Yeah, great name
Honestly, amazing name. She was making YouTube content just doing hairstyles for her girls. That's
cool content
Oh, here's how we do this hairstyle. Here's how we do this one
it's kind of like, you know, what your big sister should have taught you or something like that and
I think her story is like she has five kids
I might butcher the story because I just I don't remember this was like a couple weeks ago when I
saw this
But like I think she's got five kids or something like that and they all have different hairstyles or
textures
they may have adopted or something like that and so
She's like her content is showing like this wide range of like hairstyles and how you can make them
all look cute
No matter what your hair is, right? That's great
She does a launch with Walmart and it's the second biggest launch with Walmart. She just they're
doing nine figures in sales
So over a hundred million sales and her YouTube channel has five and a half million subs her twin
daughters have YouTube
Have a YouTube channel with seven million subs, right? Like this is just kind of insane
How big that launch can be when it's like total alignment between creator
Their personal story their content and then their product once they have the distribution and so that

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was pretty inspiring to me
I really like that and now now have a good excuse to spend all day
Just making fun content for free and being like don't worry
one day
This is all gonna become actual like this will this will be real work
This is not just me getting to play around and like you know be on YouTube all day
All right. Well, what else is there? I mean cute girl hero great name. What else you got?
Well, okay
I just gave you seven but like we can keep going if we if we'd like I thought you had a few
I there's one one guy that I find very fascinating that I saw someone mentioned on your thing
Goosman
His name I didn't know who this was a lot of people mentioned him. So
Goosman, he's I guess a fitness influencer. He's got apelete or something like that alpha. Yeah, his I
don't know if his knit
I think his niche is like Texans. I think he's Hispanic
So I think he has like a huge Hispanic following but basically basically he's like a rip a rip guy
But he like has like weaved in his family into his content
So you like know about his life and he's like a family guy
He launched something like a fifty thousand square foot gym called alpha land
So probably not in your wheelhouse, but it's called alpha land and
It's like a branch for later dudes. Yeah
Watch what's going on in alpha land? Is there like a gymnastics like
We stretch and watch other men work out. Yeah, it's called alpha land. It's like a fifty thousand
square foot gym
I figured where it is San Antonio or Houston or Dallas or one of those folks one of those places
where you'd expect an alpha land
And he also has a clothing line and I think he's killing it. I think he's doing a he's big business, right?
I like how you acted like you hadn't been there or don't have a membership
But like okay
Yeah, so this is my these are my 50 million dollar creators and all these people I think have built off
of their YouTube content
You know an empire that's easily worth 50 million or more you you made fun of me for not preparing
and you prepared that list
I think I knew more about all of them than you did. Yeah, cuz you're you're like a real consumer of
Content, right? Like I'll be like, oh, they use this technology in this music video. You're like, yeah, I
love that music video
And I'm like music video and it literally
It's been 17 years since I've watched a single music video. I went to your house. Hey, you just had
music videos on TV on loop
Hey, you're like music videos. I was like, this is what you watch and you're like, I just leave it on
Yeah
I just I ran out of questions cuz I was like, wow, this is just a different thing that just doesn't happen
in my world

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No, I watch music videos constantly. So yeah, that's one of the ways I know about stuff
Also, my wife is a little bit younger. So she just turned 30. So when we were dating, you know only a couple years ago
She was like okay. Yeah. Well, hey, I said younger than me and she's got a younger sister
So I'm kind of I'm I got my toe in the cool kids market
You like you see people you leave the house you take supplements you watch music videos you watch movies you read
Biographies you do a lot of things that like, you know, I simply don't do I'm like a
I'm just like a heat-seeking missile for like what's the interesting story and then my stories are typically like
Did you know that there's this and then for most normal people like, yeah, I love that love their channel
You're watching my proper for years. You're a potato. What you see is what you get you can pull the skin back a little bit
It gets up a new onion, bro. There's layers. There's lots of layers. It goes all the way to the core
The layers don't stop. Yeah, but French fries are made out of me and I think
All right, so I have one more topic
All right, I think I've kind of done this but I went even deeper down this rabbit hole
So I got to bring him back as a new Billy of the week
Million dollars isn't cool. You know, it's cool a billion dollars
The new Billy of the week is an old Billy of the week. It's Sam Altman and
You would think you know, you got nothing new to say here with Sam Altman. We all know Sam Altman
We've talked about Sam Altman
Dude Sam Altman's onion status. He's got layers. I went down to Sam Altman rabbit hole last night.
Here's why
He did an interview and I was watching
Explore you got to explain who he is for the new for people who don't know Sam Altman is
He's like an entrepreneur in Silicon Valley. He created one company
He didn't go that far called looped sold it for 40 billion bucks
But he admit he went through Y Combinator the big
Accelerator down here when he was like 19 and the founder of Y Combinator super impressed with him and kept him on his partner
And eventually named him president of YC which is like one of like it's like being named the Dean of Harvard
After being a Harvard student because the Dean thought you were so special and so that's literally what he did
He became the president of YC grew YC. He then created he then created the nonprofit open AI
He didn't left to go work on it open AI open AI is now behind chat GPT
Which is like one of the fastest growing like tech waves that's out there basically an artificial intelligence platform
That's I think they launched chat GPT
Chat GPT and I think got 10 million users in like

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10 days or something ridiculous like that. It's worth 40 billion dollars
Company's worth, you know somewhere between 20 40 billion dollars now and he's the you know,
the leader of that thing too
Plus he's a prolific investor was an investment things
All right, so I got some of those facts coming but that's and most people know Sam Altman
I'm not bringing up a surprise if you this is probably you probably know who he is, okay
But here's some of the things I didn't know I was listening to this interview and they go you invest in
this fusion company
And I'm thinking okay fusion still don't know what the hell that is, but I know smart people talk
about it
Okay, great, and they go you led the investment. Okay, that's fine. He led the investment
You put you wrote a three hundred seventy five million dollar check into helium and I was like what?
You know screw like rewind what what did this person just say and I literally went back and I re-
listened to it
And and I was like, oh, I didn't know Sam Altman has like a giant venture fund
Like surely he's not writing a three hundred seventy five million dollar check himself
As far as I could tell that is what he did he wrote a three hundred seventy dollar check himself
And that got me down this rabbit hole of where did how does Sam Altman get so wealthy because
I've heard several stories now
So for example
When he started open AI or even when he was president of YC he donated ten million dollars to a
science research
Like a project that he created right like science research nonprofit
To donate ten million dollars means you've got a lot more than ten million dollars
And at that time I was like how did he get ten million dollars because again his first startup which he
was like whatever 18 or 19
Sold for 41 million dollars out of that. He said that he got five million dollars
So somehow he parlayed five million dollars and in a very short amount of about four or five years
was now donating ten million dollars
So that was the first thing Wow, it was that short that didn't make sense and I was like, okay
So he's you know, this is now, you know, maybe six years max later. Okay, then what else did he do?
He also donated to you know when he started open AI, but they didn't say how much and then this
three hundred seventy five million dollar check
So I started going back and try to figure out what's going on. So
Starts looped sells it and that's about five million dollars from there
How old was he at that five million dollars like twenty two twenty three. Yeah, something like that
I don't have the exact timeline, but I think he's in his young early 20s is pretty safe to say there
He then starts investing in startups and so he's investing in startups second investment is
Drumroll, please the best investment of the decade stripe
So he's one of the first investors in stripe that was his second investment and there's this like thing
that I've noticed
Which is in DTC brands. They call your first kind of like couple months your golden cohort
It's like I notice this about our customers in my my e-com brand

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but I noticed this across many brands which is
Your first that first batch of customers you get for some reason their LTV is way higher
and it kind of makes sense because it's actually like
The people who immediately get it with your message are willing to adopt your thing before your big brand
They probably really have the problem or they're heavy enthusiasts
There's some there's the equivalent thing in investing for some reason is very common for people's first
Sort of five to ten investments to do extremely well in the world of angel investing when you're for
for great investors often
Their best hits come early like Crisaka who's one of the best early-stage investors of all time
his one of some of his earliest investments were basically, you know the combination of Twitter uber
Instagram, you know things like that and they came in the kind of the first 10 15 deals that he did
and I
Feel like that's the only stuff he did like those were the hits and then everything he did so well
He retired right he became a billionaire and essentially retired from the game because he was like
well my first fund was like or whatever
6,000 x
I'm good
Sam said that in his first 40 deals
It was two years in and he said that five of the companies were doing really good and then it was like
what's really good mean
It was over a hundred X
So what's that's not really good. That's ridiculously good. So what's a what's a \$50,000?
How big of it maybe 25,000? What's a hundred times 25,000?
Well, you're violating the no public math rule, but is that 2.5 or 25 million?
So 50,000 turns into 5 million for a hundred X Wow, okay, and so you know you stack five of those
That's that's pretty good right off that. I was like, okay, where do you get all this money?
How was he doing all these deals was he just investing out of that 5 million and the reality was yes
He was investing personally, but I texted a friend. So I was like, yeah, I'm looking up Sam
I'm like, did he write this check personally?
How did he get all this money? And this is somebody else who's young smart and friends with Sam
and that crew
And he's like, I think it was I think this check was personal
It's three hundred seventy five million dollar check because I think so but it might have been an SPV
and
I was like dude
I feel like there's like some underground team prodigy thing where like there is if you're if you turn
18 years old
And you're like a phenom Peter teal just gives you a hundred million dollars and I was like I was
laughing and I was like
You know, I think you're in that club too. He's just laughing. He's like, oh, yeah, Peter does actually
back it. So I go and I Google it

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Sure enough Sam Alvin right after he saw this first thing raises a 21 million dollar fund from Peter teal

100% is dude. I know a few of these prodigies. There is there is a club. They exist So people talk about like like, you know, oh, it's just like what do they say, you know It's that boys club and I can't ever break into it

Unfortunately, that's true. It's real they exist you and I aren't in that club

Maybe we have our own club, but these type of like elite clubs. They're real. They're 100% real I know of three of them and there's not like some like, you know

You know, super-privileged boys club type of thing like they were young. They had no name for themselves

They were smart

they kind of proven themselves to get the attention of

You know some more successful people and they got this backing and they use that to make really great investments

By the way, can we can we just tell it? Well, the story is I lived with these four guys in Silicon Valley

At the time in 2000 in 2013 or no, this was sorry 2012 11 and 12

there it was right when Zuck was just getting famous and he was a big deal and

There was a few other guys that was famous and I lived with four guys or no

I was I was the fifth guy. So it was four other guys and one of them had

Asperger's or at least he said he did and I remember us sitting around talking about all these successful founders and the guys

I live with all tech guys and one guy was one of the guys was like, yeah, I went to Stanford Stam Stamford, but sometimes I like, you know, I'm sorry if I'm rude some rude sometimes

I I have this condition

I have a little bit of autism and it just makes me hard to understand certain things as Asperger's Asperger's yeah, and I remember the other guys sitting around the table being like

Jealous like that's not fair

I want that and like it was like at that point time

It was like a point of pride to like have that condition because all of the like successful people and it was also like

He sometimes he would use it as an excuse to like, you know, I I wear my hoodie up because it's just too much

It's too much like a sensory, you know overload and I'm almost positive this guy did not have that

But I remember they're like they're like a bragging

Oh, yeah, oh

Yeah, they're just sitting around like unfair. That's how I imagined you hearing about those like I

Want to be like I want to be in like a

Like a tribe like that

Exactly. I was reading this. I was like, well, I guess I just didn't I wasn't born with it. Yeah

You didn't have the it factor on this one

So somebody said something they were like, you know, Sam, they're asking Paul Graham

I think they're like, what's what stood out to you about Sam because from the very beginning

I've talked about this for from the very beginning. I think 2007 2008 Paul Graham wrote a blog post

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about who are the five most impressive

People he's meant to look at Ali or who does he admire look up to or whatever?

And it was like Steve Jobs Larry and Sergey from Google and Sam Altman

And it was like what one of these does not belong one guy invented Apple another guy invented Google

Who's this kid? I've never heard of and he was like when I talked to Sam Altman

I think oh, this is what it would have been like to talk to Bill Gates when he was 20 years old and I was just like what an epic call for a guy who's now gone gone on to do some pretty amazing things There was a story. I'd never heard though or two stories. I thought that thought were pretty remarkable

I think there was a situation where at his school when he was in high school, there was a protest from like the Christian or Catholic

You know some some protesters that were like basically they're gonna have an assembly about sexuality at his prep school John Burroughs

Yeah, John Burroughs in St. Louis. And so Sam Altman basically takes the mic

Announces that he's gay and then asked the school whether they want to be a repressive place or a place open to different ideas baller and and then baller

Right, and then the college counselor goes what Sam did changed the school. It felt like somebody opened up a big box

And then all the and then all kids of all kinds got to be let out into the world

Like, you know, it just kind of like he drew a line publicly

That's a really good way to describe it by the way and that is that is just an amazing story

I love that story. He also talked about like okay

I want to read you some other amazing quotables because this guy's kind of remarkable and

We just respect people who kind of like what you say let their freak flag fly that people who just like do life

their way and their way happens to be different than like

The craziest thing that he did was he did a speech about announcing something big and he wore two double-popped collars that were pink and green

I love that guy. I saw I've ever seen that

Conference like a deal a life highlight for most people

There's all these amazing anecdotes from these these articles that I was reading so one goes

Him and his brothers who's got brothers Jack and

Max Max and so one of them started this company called lattice and like, you know, he had some phrase about what lattice was doing and

So Sam invests in a sauna the different company and he writes this blog post about like, you know

Just quickly you have the morning of kind of writes this right this blog post where he goes

Yeah, I you know, I invest in a sauna because I think it's great

It's gonna make people more productive because they do a B&C and it turns out that a B&C were like the same marketing material that Jack

His brother was using for lattice. And so the article talking about it's like Jack's like super pissed

He's like, dude, you just invested in them for the exact, you know, that's our mission statement

Why are you saying they do it and Sam's like, oh, dude, like I'm sorry

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I totally I must have just totally spaced like I must have heard you say that so many times over the years that like
It just kind of became like a set of words. I know I totally didn't intend that edit edit it
But Jack's mad calls the mom and it's like, you know, Sam did this and they're and Sam's like
Are you still mad at me or whatever? And they're fighting and then they're like and then the edit the story goes like
Like and then Jack looks over at a board game called samurai
That's on their bookshelf in their home and says, you know
Sam won every single game of samurai when we were kids and always declared himself the samurai leader because he's he always has to win
He's always in charge of everything. This is all and then says Sam all been shot back
You want to play speed chess right now? I
Just I read this and I was like that's literally like if chat
I don't chat GPT to like make up a story about like young Silicon Valley nerds who are compared have a competitive streak, you know
Like, oh, yeah, it's called alpha land. I'm gonna take this outside and play some speed chess and says he was the real man
Yeah, that's alpha land in Silicon Valley. Yeah, so I thought that was hilarious
There's another one that I thought was a kind of amazing thing. So did you know that at some point he basically sold?
What did he do? He sold? Yeah. So the story goes
He decided to get rid of all his, you know, comforts except for the you know, three or four things
So he kept a four bedroom house in San Francisco. He kept his cars because he loves cars
It was like a McLaren like a race car. He has two McLarens and something else
He kept a property on big sir in case the the world ends and he has a reserve of ten million dollars
And he's like the annual interest should cover my living expenses
And I can just spend the rest of my money and the rest of my time trying to improve humanity
And so he's like, I just whittled it down to what are the things I really care about? Yeah, the idea
What do I need the essentials in my McLarens like ten million dollars? You know, whatever and it sounds a little like trite
Because it's like, oh, yeah, dude, like that's it
But in reality, like if you know people in Silicon Valley, like there's a never-ending appetite for more more fame more money
More everything and I actually think that somebody who can sort of figure out well
Dude just accruing these these money points doesn't do anything past a certain score
So what am I gonna do with this money and my time to like make sure I use my you know
My time on this this little blueberry called earth to the best advantage, right?
So I like that he had that another thing that he said about being a prepper that I think you'll like
Let me read this quote to you
Dude, I think he like didn't he like was any like saying, you know in case there's like a pandemic or something like that
I want a place to go to exactly exactly so so somebody goes like
He goes up to these is the story he goes up to these guys at this conference or like whatever at this

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hang meet up or whatever
He's like, so what do you guys do like?
We just kind of work and whatever like what do you do for fun? He goes well
I like racing cars. I got five cars. I have two McLaren's an old Tesla
I like to fly rented planes all around California
Oh and one weird one
I like to prep for survival and they're like survival what he goes use yeah
I have a lot of friends that are constantly getting drunk and telling us telling me about all the way
that the world
all the ways that the world's gonna end and
I read that this Dutch lab had modified the H5N1 bird bird food virus five years ago
And it was super contagious by the way, this is pre-pandemic, right? It's pre-covid
So he goes I read about this lab that was modifying this thing making it really contagious
And I realized that the chance of a lethal a lethal synthetic virus being released in the next 20 years
was well non-zero
Zero that's such a that whenever I hear that phrase that that's like
Oh, you either are smart or you're trying to be smart either way. You've got my attention
Dude, I have another one that I was reading this as he kept saying orders of magnitude orders of
magnitude
I love this decided that that's gonna be the name of my gang
And so if you want to join my gang, it's called orders of magnitude and we fuck shit up at levels
Dude, I'm gonna have like the the subcommittee on that we're gonna call it parabolic or something
like that
Like I'm just gonna come up with like crazy names like oh you guys want to join the exponentials or
not
Yeah, it's the orders of magnitude. That's the Crips and Bloods
So then he also says is before opening he goes the other one is that that AI might you know
Get really powerful would be used to attack us and nations will use it and then people were against
it
He goes he goes, you know, I try not to think about it too much
But I have guns gold potassium iodide antibiotics batteries water a gas mask from the Israeli
Defense Force and a big patch of land a
Big Sur that I can fly to if the world ever ends
That's crazy. What a baller. There's also a story of him walking around with Brian Chesky
Brian Chesky was about to pitch at YC and this is Brian Chesky started Airbnb Airbnb. It was just
getting going and
Brian was explaining the idea to Sam. He was yeah, yeah, yeah, that's cool. I think it's great
Can I see your presentation? He shows him the presentation. He goes, yeah
I think we can make like a hundred million dollars a year doing this. He goes Brian do me a favor
Can you add a zero to every single number that you have up there? I need to see a billion in revenue
not a hundred million
Let's change all your M's to B's. Yeah, change all your M's to B's and
That's good. That's actually my new stuff as we say Sam. You needed our phrase. No small boys

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change all your M's to B's
When I was a mic drop
I used to work at this office and they took the exit sign
So you know how there's exit signs above the door
They changed the exit sign to say they like molded it in such a way so it said IPO
So the exit was an IPO. So it was the IPO side the exit side
and I always thought that was awesome and we need a new science has changed it change the M's to B's and
That's what he does did with Brian Chesky when he was my marshal would like a word, but yeah
We'll survive only nerds look at that joke
So he had another yet another quote about that the M's to B's thing
He goes look I listened to your whole presentation and you need to change that they're like are you sure and he goes look
Either you don't believe what you told me or I'm dumb and I didn't understand what you told me or I don't know math
One of those three is what's true here like either you're ashamed to say it
You don't believe it or I'm dumb and I don't know math
That's great. That's a pretty baller way to say things
I want to read you some of the other you know isms
Here's some like quick chat advice. So so I'm pretty into my meme of the year
Is that that what I call the mid-wit meme?
You throw this up on YouTube so you can see it
But it's basically like there's the dumb the ignorant kind of beginner on one side
There's the Jedi master on the other and every in between is the sort of like stressor type a personality
That's like over-analyzing everything and my goal for the for the year slash life is to live life like either the dumb beginner
Or the Jedi master it doesn't matter
They think the same way and so and then not be the stressor stressor achiever type a over-analyzer type person
And and I'm just seeing that meme everywhere when I meet people I just classify them instantaneous
Say are they being right now?
I started off for sure as the dumb the dumb troll like my first my sushi restaurant startup
That was the greatest thing in the world my next thing
Yes, even just when I applied for my job and Sam moves to Silicon Valley and got a job with a billionaire like I didn't know
What the hell I was doing, but I was so dumb that I like my approach was correct
I was like well, I'll just I'll just reach out to the guy and I'll just send him a letter saying why I'm the right guy for the job, and then I'm not really gonna apply for other jobs
I'm just gonna prove to this guy. This is I'm good at this job, and I just that was my job search
All right, like I didn't do any of the traditional things. I just did one
To seem like the dumb thing to do, but that would also be the Jedi move too in that case

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It's like, you know find the thing you really want and chase it with reckless abandon. Don't like just put a resume on 500 desks and see who calls you for the job. So, you know, I'm still a mouth breather I think I'm still pretty far left on that I'm so pretty stupid. Yeah, I do it from time to time. I'll often do it my e-com biz like Suley is my like kind of like mentor coach on that side and I feel like he's the Jedi guy I know he's the Jedi guy because he's like he says something about frameworks. He goes everyone in Silicon Valley talks about frameworks I don't know what a framework is and at first I used to think maybe I'm too dumb like should I learn this thing? I don't understand what everyone's talking about and now I realize they're all dumb Like I'd be like, you know, hey, should we do influence or marketing for the brand blah, blah, blah He's like remember I told you Facebook ads Just write the word Facebook ads at your computer and then every time you think about doing anything else besides Facebook ads Look at that sticky note again And he'd be like if you're gonna call me and talk to me about another idea You better have to be doing 500,000 a month and don't call me about another idea until Facebook ads has got you to 500,000 a month And it's like the Jedi simplicity is something I like, you know revere now So he had a few Jedi quotes in this. I'm gonna read you. He goes founders will come to me and be like Oh, you know, I'm worried about saying this to my investors because then they're gonna think this that might affect our series be raised But he goes just tell them and then he goes people are worried about you know You don't know how your customers are gonna feel about this. Just ask them. You're worried about competitors Don't worry about them until they're beating you in the market and he's like, oh, you want to do these five things You're trying to decide like just pick one and do it most people just simply do too many things do a few things relentlessly Another one he goes You need to every every year you need to think about how you're gonna add one zero to what you're doing But don't think beyond one zero and I thought that's a good Jediism. It's like a way to think it is great without being kind of like Just a delusional talker and like, you know living in fantasy land So you had a bunch of those as I was reading this that I thought was was pretty dope. He's great, man He I always see picture. There's that famous conference in Idaho like the Sun Valley thing and you'll see pictures of him Oh, no, the rich guy one the rich guy one It's like we're like it's almost like a Davos but or something like that

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But it's like all like the who's who I think it's mostly media though
Which includes everyone so like the Murdoch family and like the people who run CNN and and you see like, you know
There's prex presidents there and then you see Sam Altman and he's wearing like cool running shoes shoes with like cool sunglasses
And like his hair is all disheveled. He's a very interesting character Sam Altman's cool
He's kind of been like a little bit under the radar while he's been building his company
But he said something the other day someone's like we're really hyped about GPT for can you tell us he goes?
All I can say is like people are setting themselves up for a lot of disappointment
I don't think we're gonna live up to your expectations or something like that and I was like that's a pretty cool response
No, no, I'm interested. Yeah, he goes with he goes with AI. There's people who think AI's changed the whole game and everything
Google search is dead AI is gonna change everything GP4 is gonna be like, you know freaking sentient and whatever it's gonna be amazing
He goes that's that's wrong and people who think oh chat GPT this thing's overrated. It's a big nothing burger
It's you know, look it makes this mistake. It makes this mistake
It can you could trick it into saying this stupid thing. He goes they're also wrong
They're also being dumb, but in a different way
You know, they're being dumb because they're not realizing how fast is things gonna improve and the other guys being dumb because they think it's already there
But it's not there yet. You know, the truth is like somewhere in the middle and I thought that was like a you know
A much better reply
I also thought there was like a couple of kind of remarkable little things that I want to share as well
Things that I didn't know about Sam Altman. So
That first fund that Peter Thiel gave him \$21 million for in I think three years or so
Let's see three years or so he the fund of four years the fund was up 10x already
So, you know, that's like what people want after like, you know, a 10-year period and in in four years
He had done that the second thing was how did he do it? He made like pretty ridiculous bets
So he was like, alright, if I want to if I want to help create like, you know
Trillions of dollars of progress that's gonna come from science and technology not just like the next random app
And so he's like, alright, I gotta invest some more science technology
So he goes for he goes to cruise which was a self-driving car company that eventually got bought by GM for a billion dollars
But at the time nobody was funding crews. Nobody was funding self-driving cars
It just seemed too hard like hardware an obvious bet now looking back, right?
I mean that was a plus completely not obvious back then and they were struggling
He puts three million dollars directly into that one company
And the same thing with this three hundred seventy five million dollar check

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They're like the lady was like most people can't write that big of a check
He goes especially not into extremely risky thing like nuclear fusion and it's completely right like that's gonna be like
And it was zero or massive and he's writing massive checks into it
And he did this several times he puts like millions of dollars into single bets that he like had conviction on
He then reflected on he goes of all the biggest winners
He goes I looked at the five biggest winners so that I haven't had in that early portfolio
He goes four of the five nobody wanted to fund they were not oversubscribed
People generally thought there were bad ideas
In fact, I almost got talked out of doing them because smart people were telling me why these are bad ideas only one
Optimize Lee was an idea. Everybody thought was a good idea that turned out to be a good idea. It didn't even do that
Well, I think well did okay. I think I think it did go public
I think in the end so, you know, I did make it but maybe maybe I'm wrong about that
But like I thought it got bought by PE but like it was it compared to the other. Oh, no, it says they have a thousand employees
I'm wrong. Yeah, it must have been a hit the other ones, you know, Xenofit cruise, you know things like that
Basically, he was like stripe. He's like at the time now stripes everything
But he's like at the time it was 18-year-old kids saying we're gonna like work with banks and change the payments industry and the
Everybody's like these guys don't know what they're getting into except for like, you know
A handful of people that believed in them same thing with Airbnb. He was early investor in Airbnb. That was not obvious
So he kind of got really into this like non-obvious but correct mentality
Which is the the Peter teal like school of thought too like he's like the investments that didn't work out people also told me those were bad ideas
So it's not that all bad ideas are good ideas
It's that some bad ideas are actually great ideas and that that's where all the returns are and so you need to be willing to go
Where it's unpopular which is so easy to like talk about and it sounds like oh, yeah
Just do not obvious things
Therefore any bad ideas see I should invest in I get so many bad ideas and I think I would say no
These are actually all bad ideas. That's such a challenging thing to figure out. That's that requires so much talent or skill
I don't know what it is, but it's really really really impressive and really hard because looking back Airbnb
That sounds that sounds incredibly obvious, but it's just crazy that he was able to pull that off
Yeah, it's insane. So anyways, that's a giant, you know
Sam Altman gasp, but the guy's just really interesting. He's one of the more interesting characters

[Transcript] My First Million / Creators Who Have Made \$50M+, Multi-Million Car Businesses, and Sam Altman

I think that exists in the tech world. I think this was a 10 out of 10 pod, you know
So here's how I know it's a good pod. So it's a 12 30 in Texas where I'm recording this
Usually I go and take a nap till about 2 o'clock after we have a good pod
I I require I require sleep and rest and that's how I feel after this pod
I'm like, I need to take a nap and that's how I know it's good
All right, great. Glad to hear it. Oh, and by the way, I'm gonna show my tax return on the YouTube
channel
Go subscribe and then you'll see it go my first million
If you want to see it, yeah, and if you find the glitch you might be able to see his social security
number
It's somewhere in there
All right, we'll see you go and like and subscribe on our YouTube channel because it helps us out
That's the gentleman's agreement. We'll talk soon. I feel like I can rule the world. I know I could be
what I want to
Put my all in it like no days
All for the road let's travel never looking back