

**Book 5:**

**Into the wild**

**(\$5,000/month,  
mid 2021)**

**Alex West**

## **Not Business Advice**

How I made \$1M from my personal projects

### **Book 5**

Into the wild

(\$5,000/month, mid 2021)

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## Introduction

Yoo-hoo! It finally happened. I have officially quit my job.

I am about to experience complete freedom for the first time in my life and be self employed. Hopefully forever.

I thought it would be smooth sailing from here on, but it's actually been way harder than I thought it would be.

I had to register my business, learn all about taxes, lost access to almost all of my money, ended up living among drug addicts, tried a bunch of experiments that all failed and found myself stuck again.

At the same time, I have never felt happier and more alive. I am actually living my dreams.

So let's rewind the tape back to the 6th of January.

I'm in Milan, Italy and it's a rainy morning...

## Timeline

Before we begin, here's a quick recap:

- In 2016 and 2017 I learnt how to code and built my first product. I spent two years building it but it went nowhere.

- In 2018 and 2019 I built and failed a lot. I built 15+ products and reached \$200/month in revenue.
- In 2020 everything happened all at once. Launched and grew CyberLeads to \$2k/month, doubled my salary and quit my job.
- So far, 2021 has been underwhelming. I'm half way through the year, writing this. I haven't experienced much business growth.

I think I'm stuck. Again.

### **Part 1: Into the wild**

It's happening.

It's my last day at work.

### **Freedom at last**

Normally a rainy winter morning would be depressing. But this particular one was anything but that.

It was one of the happiest days of my life.

Actually, I really want to say that it was my happiest day. And I'm not sure what that says about my personality and life.

I worked my ass off for so many years for this.

And today I am returning my laptop to the office. Saying goodbye to everyone and I am done.

As I'm walking down the staircase to exit the company building, I can't help but smile.

I smell the disinfectant from the sterilized medical equipment and look at all the white walls. I can't help but think that they remind me of the aesthetics of a psychiatry clinic.

As I approach the front door of the building I am almost running. I take a deep breath and cherish the moment. I want to save it in my

long term memory.

I promise to myself that whatever happens I will never go back to working in an office.

I don't care about material success. Or becoming a millionaire.

All I want is to be free.

### **Cold realization**

A few hours later, as I was relaxing at home, it hit me.

*"Damn.. I am completely by myself now. I hunt what I eat. And I eat what I hunt. If I make money with CyberLeads, great. If I don't.."*

I remember wondering what the stress would feel like from now on. Would it increase? Would it decrease? Or would it remain the same?

### **First taste of freedom**

The next morning the answer was obvious.

I woke up without an alarm clock. Checked my calendar. Empty.

So peaceful. Slowly got up and made my coffee.

*"Wow. So I can focus fully on CyberLeads now?"*

Not only did I have unlimited time for CyberLeads, but I also had time to do everything else I wanted to.

And I don't mean business stuff. I mean the little things.

Like exercising. Cooking. Writing. Hanging out with friends.

A few weeks go by. My resting heart rate has dropped by 5 beats per minute. And I feel a lot calmer.

### **Zoo Stress vs Savanna Stress**

When I was growing up, I was always told the following. I'm sure you've heard of it too:

*"Well kid, you either work for someone else, make less money but have less stress. Or you work for yourself, make a lot of money but have a lot of stress."*

That hasn't been my experience. At all.

It's not that I had less stress or more stress.

It's that the stress was different. It's a vocabulary problem.

When I was working for someone else, the stress I experienced was chronic, predictable and consistent. Daily meetings, deadlines, performance reviews and presentations never stopped.

The stress wasn't intense, but it was always there.

When I was working on my own things, the stress I experienced was acute and fluctuated wildly.

Sometimes I was super stressed and worked all day. Like when I found new competitors coming after me.

Other times, everything was cruising nicely and I was sleeping like a baby. Hardly even working.

In the end, this type of stress and the fluctuations made me feel alive. More alert. And maybe even smarter.

Reminds me of my favorite Paul Graham essay called "You Weren't Meant To Have A Boss".

He draws a beautiful parallel between people working for themselves and wild animals.

He explains that wild lions in the savanna feel, move and look way more alive than the lions you've seen in zoos.

Almost like different species. They are alert. Smart. Calculated. Their hostile environment keeps them thinking, moving, learning and adapting.

On the other hand, lions in the zoo sit around all day.

With their mouths half open. Drooling. Waiting to be fed. Bored out of their brains as they don't have to do much to survive.

Sometimes it's not even possible to reintroduce them into the wild.

I feel like it might be the same with humans.

### **Almost domesticated**

I certainly think it would've been the case for me.

If I had spent too much time in academia or the corporate world, or if I had never built any side projects before starting my corporate job, I would probably never build anything.

I would think that you need a full team of designers, marketers, developers, advisors and investors to build a successful business.

Luckily, I had already built projects and generated some revenue. So I kinda knew what the real world looked like.

And now I was ready to face all the stressors. The unpredictability of the market. Competition. Everchanging distribution channels. New technologies. Shifting laws and regulations. Extinction events.

I was back into the wild.

### **The first storm**

A few weeks after becoming self employed, the first storm hit.

I have a call with my accountant, who is helping me register myself as a self employed person in Italy. I quickly realize that I have no idea how taxes work.

I buy two books on accounting and taxes. One generic. One specific to Italy. I am excited because I am learning new things.

And not for the sake of learning. But because I have to.

I quickly realize how naive I was.

I had a 90% income tax exemption as an expat in Italy, so I logically thought that I would be paying almost no taxes.

Makes sense, right?

Then I discovered that income tax is just one type of tax out of many.

You have social contributions, regional taxes, corporate taxes, VAT, capital gains taxes. The list goes on.

I run a little simulation on paper. I realize that, at the end of the day, I would be taking home 70% to 75% of my revenue, after all my expenses my expenses and taxes.

Wait a minute.. If I am taking home 70% of my revenue, with the cleanest and simplest online business in the world, with zero employees and almost zero expenses, and a crazy tax benefit on top of that, what is everyone else truly making?

## **Real Money vs Paper Money**

I was fascinated.

Revenue and actual money made had been decoupled in my brain forever.

I wanted to understand what founders of companies making millions are truly making, aka taking home.

I want to see where I stand in the grand scheme of things.

I post a realization of mine that goes viral:

- \$10K/mo solo business, 90% profit margin:
  - Founder takes home \$9K per month.
- \$1M/year biz with two co-founders and 25% profit margin:
  - Founders take home \$10K per month.

Yet they call the first a side project and the second a business."

A lot of people disagreed and gave me their arguments. The second one can scale. The second one can be sold. The second one can work without you. And so on. But they couldn't argue with the math.

I run a few more simulations with million dollar businesses, multiple founders and a few employees, based in Western countries.

I quickly realize that taking home \$5k to \$10k per month is considered great. Even for founders of million dollar companies.

Most times they live off a great salary and reinvest the rest of their profits into the business to grow.

These things might be obvious to you. But they were all new to me.

So maybe I'm successful already. At 25, I'm consistently taking home around \$5k per month. I have a great quality of life, doing what I love, waking up without an alarm clock and working on my own schedule.

### **Losing all of my money**

Just as I thought that I'm the man and had everything figured out, life punched me in the face.

I was chilling on the sofa, when I received a notification on my phone from my bank.

A few days earlier, I had moved almost all of my money, more than \$40k+ of my \$50k there. In one big transfer.

I wanted to have everything organized, look at the big number on the screen and have all my analytics and expenses together.

However, as soon as I made the transfer, it flagged the system and they asked for me to provide statements and documents of proof.

Initially I thought I had nothing to worry about.

But while trying to contact customer support for further clarification, I quickly realized that it was non-existent.

I went online and somehow ended up on some forums where people were talking about their experiences with the specific bank. And that's when the nightmare started. All of a sudden, I was reading real life horror stories.

People losing their money indefinitely. Having their accounts frozen for months. Even people who were running legitimate businesses, with multiple employees on payroll.

Just canned, automated responses. And nothing else.

I was freaking out. I had 90% of my money in this account. I couldn't get through to anyone. And now, my account was under investigation.

I collect myself. I take a deep breath, and I send the paperwork. Rejected. No explanation or feedback as to why.

I try not to panic yet, I take my time to correct some things I thought could be wrong.

A few hours later, I re-send the paperwork. Rejected again. Shortly after, my phone buzzes with a message telling me that they temporarily froze my account. My blood went cold.

WHAT?! Ok, this is going exactly like the stories from the forums. Word for word. I am one of the unlucky ones that will never be able to prove their source of funds. For months. Or worse.

I'm sweating. I'm paranoid. I'm fucked.

I have so many expenses coming up soon. Very soon.

\$3k to setup my business. Pay for accounting for the year. Expenses and flights to move to another city. Deposits for houses. And who knows what else might appear.

I'm trying to calculate if I can handle all of my upcoming expenses with the rest of my money. I don't think I can.

I take my time to really think about it and correct my files. I am already thinking of the worst possible scenario.

I correct and send the paperwork for a third time.

A few hours later, at 11 at night, I receive a notification saying that they were accepted. My account is back to normal.

I instantly feel lighter. I pour myself a glass of wine. And enjoy it with a huge smile on my face and red cheeks.

I feel rich and safe again.

### **Burning my hand**

You know what's crazy? And scary?

That I knew that I shouldn't have all my money in one bank account.

But I still did it. And then I got burned.

And I knew that I shouldn't send all the money in one go.

But again, I did it.

Just like I knew from day one that I should launch fast and charge money from day one.

But it still took me 2 years and 19 failed attempts to really understand it and do it.

It seems like I learn mostly by making mistakes. Like a kid that doesn't understand that playing with fire is dangerous until it burns it's hand and cries.

### **Staying alive**

I started seeing risk everywhere.

My money could be frozen. My tech could break. My payment provider could cut me off. My marketing channel might stop working.

I decided to go back to my roots and rewrite Cyberleads in code, since my no code tools were constantly breaking and going out of business. I also tightened up my online security.

Of course, as soon as my issue with the bank was resolved, I split my money into multiple bank accounts in multiple countries. If I ever need to transfer money, I do it in multiple smaller transactions.

I also cut out middlemen and moved from a merchant of record to a payment provider. I have to deal with all the invoicing and accounting now, but I have seen too many people lose their accounts and subscribers, taking their business to zero.

And finally, I have started building a second distribution channel. More than 90% of my customers come from Twitter, and that scares me.

I have accepted that I'll make mistakes. Many of them. But I have to avoid the catastrophic ones. Especially the ones I can avoid.

I recently saw a movie called "Big Fish". I don't remember what it was about, but one quote stuck with me.

- *"How does the biggest fish in the river become the biggest?"*
- *"How?"*
- *"By not getting caught."*

It doesn't have to do anything else. It's just has avoid death and keep growing. One day it will be the biggest fish.

I think it's the same in business.

## **Two is enough**

The banking scare kickstarted this paranoia. But now I am realizing that I could keep doing this forever.

How much should I diversify? How many banks do I need? How many distribution channels do I need? How many income streams do I need?

I used to think that the options I have, the better. But I changed my mind while trying to answer the question from the ground up.

Why am I diversifying at all? To survive another day in case things go bad. Kinda like buying insurance.

So do I need 10 different streams of income? Or 10 different distribution channels?

No.

If I think of diversification as insurance, I feel like having a second option is enough. A second option that will help me buy time to recover my first option. Or build a new one.

Let's say there is a 10% chance that my main distribution channel goes bust. And another 10% for my second one.

That sounds high. But the probability of both happening is 1%. Assuming they are independent variables, you multiply the probabilities. 10% times 10% equals 1%.

You could apply the same to banks shutting down your accounts. Your businesses going bust. Or any other risk.

This theoretical 99% safety is good enough for me. Anything beyond that is probably paranoia.

So my goal is to have two bank accounts and two marketing channels.

And two girlfriends.

## **Part 2: Searching for traction**

I am alive. But now what.

It's time to grow again.

Let's build a new distribution channel.

### **Snail pace**

We are almost half way through the year.

And 6 months after going full time...

My revenue has gone up by \$1k/month.

Wait, seriously? That's it? I thought with all this extra time my business would skyrocket.

What. The. Fuck.

### **From hunting, to fishing, to farming**

I don't like that I have to show up every day and post on Twitter. It's exhausting and I'm repeating myself all the time.

I would love to have a marketing channel that doesn't depend on me being motivated every single day.

I decided to try and get customers through Google.

It made sense in my mind to go from:

- Hunting with a spear (Direct Sales)
- To fishing with a net (Twitter)
- To planting seeds (SEO)

### **The strategy**

I used code and automation to create pages for the 25,000 funded startups I have in my database.

The goal was to get them to rank on google and get free traffic.

Take each company and create pages like this:

- CyberLeads contact information
- CyberLeads founder information
- CyberLeads tech stack information

When people would search for things like "cyberleads founder information" on Google, my page would show up.

If they clicked on it, they would find "Alex West" and a bunch of data, but my email would be hidden. They would have to sign up to CyberLeads and pay to unlock it.

Most of my competitors were doing this, so I assumed it worked.

### **Investing months**

It wasn't easy to rank on Google.

Initially, the pages were too similar and weren't ranking. I had to add unique info for each company.

Then, almost all of my traffic was coming from a few, very specific locations and behaving weirdly. They were bots.

Later, I started to rank but I wasn't getting any clicks. I had to tweak the titles of the pages.

Some titles were too similar to my competitors, so even though I ranked, I couldn't stand out and get any clicks.

Other titles made me different than my competitors, but then I wasn't showing up on Google for the correct keywords.

Man, I hope this works out.

I am investing a lot of time and energy into this.

### **Getting serious**

I decided to take things seriously with a data driven approach.

I started split testing titles, assigning different titles to every 1,000 companies. In total, for my 25,000 companies I had 25 different variations running at the same time.

Then I started split testing the pages themselves.

I split tested showing and hiding different data points. Made the layout mobile friendly. Added nicer buttons and testimonials. Added extra data like Frequently Asked Questions and metadata that experts said helped with ranking. I even experimented with different navbars vs dropdowns, popups vs buttons, company pages vs list pages, different pricing and CTAs, etc

It was amazing. I could remove my ego and make decisions based strictly on data.

Over the months, I could see changes. The metrics were improving.

I was excited.

## **Mirage**

More months went by this way. Hidden in my little lab, micro-optimizing numbers and metrics.

Until one day, I saw something that completely destroyed me.

Some months before, I had installed a tool that tracks and records what users do. Where they click, where they scroll down to, etc

I had forgotten about it, so I anxiously opened it and watched the recordings. I was ready to take notes and create my action plan.

However, I noticed that most of my users were behaving like bots. Actually, they were bots. Yes. The bots were back.

Wait a minute.. Were all my "data driven" decisions over the past months based on bots randomly clicking around my website?

I also start questioning my split tests. I run a test with two identical pages. One emerges as a clear winner.

## **Polyphemus**

A few weeks later, I was finalizing the monthly list.

I was researching a specific company, trying to correct a data point that was wrong. I went through many other databases to find the correct value.

While doing that, I noticed that we all had the exact same mistake.

Wow, this is odd. I had this gut feeling already, but this made it crystal clear.

They were all pulling information from the same sources and packaging it in a slightly different way. No matter what proprietary software, process or amazing analysts we claim to have on our websites.

I assumed that the giants knew more than me. Especially the ones with hundreds of employees and decades in the industry.

But maybe they don't. Maybe the giants are blind too.

Then why am I copying their marketing strategy.

## **Clean slate**

One morning, a thought I had been suppressing bubbled up.

I was taking another look at my company pages, the ones I had been perfecting and iterating upon for half a year.

*"Would I personally pay for this? Would I pay to unlock a very specific piece of data I'm looking for? Absolutely not. This sucks, it's clickbait, and it's annoying. There, I said it."*

Enough with the scientific nonsense.

I'm already getting thousands of visitors per month from my pages. I just have to figure out how to convert them.

Back to old school. Let's talk to humans. And use common sense.

I start collecting emails, sending surveys, and even added a little chatbox on my website where people could simply message me.

I have to find out who is using my website and talk to them.

### **The real world**

Once again, the real world proved to be way more chaotic than it was in my mind.

First of all, most of the emails I collected were garbage.

I tried to start conversations with them but my emails wouldn't get delivered. I had to build a custom email validator.

Secondly, my survey data was flawed.

I started reading between the lines and noticed that ALWAYS, regardless of the options, B and C were the most popular answers in the dropdowns. Always. No matter how much I shuffled them. Never adding dropdowns again in my life, only text fields.

Finally, some good news! The chat box proved that I had real users!

At last, real humans were messaging me!

- People that thought that I was the company's support. For example, they were on the "Amazon Contact Information" page and they thought I was Amazon support. I would wake up to messages asking why their packages were late or sent to the wrong address.
- People that were founders of funded startups and wanted their data to be removed immediately, otherwise they were threatening to sue me. I would jump out of bed to remove the page. I decided to remove all of the founder pages completely.
- And a few people that wanted a specific data point updated on their company profile. For example, their phone number or address. They thought I was the yellow pages or something.

What a colossal disaster.

### **First results and patience**

Finally a silver lining. For real this time.

Somehow, this monstrosity of a system has started working. I have no idea how. And I have no idea why.

But this past month I got 3 paying customers from Google. Specifically from my company pages. I know because I asked them.

That's almost as good as my main channel, Twitter.

They feel like flukes. They didn't go through my funnel or follow ups. They simply saw what I did and decided to subscribe.

Feels too simple. But maybe every system feels like this. Twitter used to feel like this in the early days too.

Currently, I'm getting just as much traffic from these pages as I get from Twitter. But here is the big difference:

- For Twitter, I have to post every single day.
- For Google, I don't have to do anything.

If this works, I think I've reached my goals and will transform my business. I can scale it as much as I want by simply pulling and creating millions of company pages. We'll see.

Yes, I haven't grown exponentially yet. But having patience and expecting non linear results is key.

Finally, if this works out, what do I do with my time?

### **Part 3: Designing my life**

Let's rewind a few months back.

I'm at the airport in Sicily. I'm smiling for no reason.

It's a new beginning. A new chapter.

## **No right choices**

I moved here to extend my runway and pay less taxes.

But I'm not going to lie, I experienced culture shock. Even though I was still in the same country.

Milan was like Europe. Skyscrapers. Electric cars. Fashion. Business. People from all over the world.

Palermo was like North Africa. Chaotic. Loud. Rough. And no one spoke English. Rougher than Greece, actually.

My first plan was simple: be a cockroach.

Spend as little as possible to stretch my runway. And go with the cheapest Airbnb I could find.

I spent a whole month in a tiny, dark studio in the old town of Palermo. I hated it and was depressed.

I started wondering if my income depends on my mental state to show up every day, now that I don't have a fixed salary.

I started thinking about this while looking at houses.

In one house I feel like I'll be depressed and will be paying \$500/month. In the other I'll feel like a king but will be paying \$1,000/month.

The percentage difference is huge. House two is 2 times more expensive. But the absolute value is not.

It's \$500/month. Or 3 CyberLeads monthly subscribers.

So the question is, could I make up for those 3 subscribers if I felt far more productive and happy in a better house?

After debating it for a long time and calling all of my friends and family for their opinion, I decided that the answer was yes.

### **A cautionary tale**

Growing up without my father at home, my grandfather naturally became my first role model.

I remember dressing the same way and going on walks together, with our hands behind our backs like two old men hanging out.

He was hard working. Reliable. Responsible. Worked at the same printing plant in London for 50 years.

The goal was to work hard until his retirement and then enjoy life.

One day after his last day at work, literally the next morning, he woke up complaining about some pain in his chest. I remember it because I was there.

Less than a year and many chemotherapies later, he was dead.

Lung cancer.

Worked from the age of 15. For a retirement that never came.

### **Living with decisions**

I decided to rent the apartment I loved the most. I stopped looking at prices at the grocery store, started taking trips and even stopped feeling guilty about grabbing taxis when I'm late.

I don't feel like I'm waiting anymore.

In my cost effective AirBnb in the historical old town of Palermo, I would see people warm up their spoon and shoot heroine right outside my doorstep at 5:00 PM. All the buildings were destroyed and ruined. The streets were littered and full of shit.

In my new house, I am ten meters away from a huge beautiful crystal clear beach. In an extremely safe area. Where people are running,

exercising, playing beach volley and sailing every day.

Looking back, I believe this was the wisest move I made.

But if things had gone badly, I'm sure I'd be writing the opposite.

### **Acceleration of time**

I am happily living by the sea, working on my newsletter, exercising and being productive. I am in the zone.

However, one morning I realized that we're half way through the year.

My mind's hard drive had decided that nothing was worth saving into my long term memory, since most of my life had been routine since I moved to my new house.

It's scary to admit, but the past few years have been like that. It almost feels like I looked down at my screen at 20 to start building City Vibes, then looked up a few moments later and now I'm 25.

Sure, I changed my life during these 5 years. But time is accelerating and I am not creating that many new memories. My life feels enjoyable in the moment but short looking back.

What I have found to help is doing new things and traveling. A 2 day hiking trip to Olympus with my family is a core memory of my life.

But to do that I have to break the flow. As much as it pains me to do so because I love my work and routine.

### **Trade-offs**

It's funny. I've been in Sicily for 6 months now. Yet, the main thing that comes to mind when I think "Sicily" is moving into my new house by the sea and a 5 day road trip I did around the island.

In between, life became full again.

I ran a marathon last year. I decided to run a triathlon this year. And I also trained and competed in Brazilian Jiu Jitsu.

I learned Italian by memorizing the 1,000 most common Italian words and practicing with friends.

And dieted off the fat I had slowly been accumulating over the past few years. My goal was to get a proper six pack.

Many months later, I finally did it. I was proud. I looked like a praying mantis.

The scary part was realizing how little I could devote myself to. When I focused on my training, my Italian stalled. When I focused on dating and going on trips, my training derailed. When I tried to do everything at once, I ignored CyberLeads.

### **Timelessness**

I remember once being at a museum in Crete, looking at jewelry from 3,000 years ago.

Some were made of stone. They were destroyed into little pieces and were basically junk.

Some were made of bronze. Their shape was perfect till today but were black due to oxidation.

And some were made of gold. They looked like they were made today, they were absolutely perfect and could be worn right now.

There was something magical about them. Sitting there, quietly, sparkling, as if time doesn't exist at all.

I wonder what makes some things like books, ideas and thoughts age like gold, while others don't last a decade.

Technology changes almost every year. Society changes slower, but still faster than our biology. And our biology changes very slowly,

almost frozen in time. I think that ideas that are closely tied to our biology are timeless.

I read this a few years ago and it stuck with me.

*"We live in a world where we have paleolithic brains, live in medieval societies and use superhuman alien technology."*

## **Ancient Athens**

Ok, assume I have a time machine. I'm not high.

We are going to ancient Athens for the afternoon. To have a glass of wine and observe the people.

Most people are not that interesting. Just normal people that happened to be born in that era.

Probably just like you and me. Nothing exceptional. Simply born in a different time.

But two of them really grab our attention and force us into deep thought and introspection. We wonder if we would ever exchange lives with them.

...

The first one is a very materially successful person. He owns one of the fastest and most glamorous carts in the city.

He has a lot of golden coins and slaves. Eats well, drinks well, his days are full, and rarely walks anywhere himself.

Many people in the local market recognize him and nod with respect.

He is part of the elites and partakes in their private gatherings. And is planning to strategically marry his daughters in order to continue growing the family dynasty.

...

Now the second person is going by.

No one is really recognizing him. He isn't famous or anything like that. Doesn't want to be either.

He is not rich. But he is not a slave either. He is his own boss. He is a trader.

He is in great shape. Handsome. Strong. Healthy.

He has an amazing relationship with his family. Many kids. And a strong group of friends. Some are new. Others from childhood.

He has an amazing active sex life. Has traveled the known world. And has many scars and stories to tell.

He ponders the meaning of life and has deep conversations with others or alone. And creates art from time to time.

...

Gun to your head, who are you switching lives with?

### **Escaping the Zeitgeist**

My mind wants one life. But my actions are pointing towards another.

Both are hard. And both are attainable.

But one feels timeless. Even two and a half thousand years later, I am envious of that trader.

And I think that my great-great grandfather and great-great grandson would be too. Not to copy. But as a heuristic. As a compass for life.

Live a timeless life. A life that would be enviable in ancient Rome, modern day New York, and futuristic Shanghai.

### **Appendix**

Maybe I didn't experience insane growth in my business.

But I experienced insane growth in my quality of life.

Maybe that's enough. Or even more than enough.

### **What's next?**

So, what's next? Not sure.

I'm still trying to figure out what my ideal lifestyle looks like.

And I'm still looking for that next lever of growth.

### **Time travel**

Hey. This is Alex from the future writing this.

I decided to clean up and re-post my blog posts as free books.

Nothing changed. Even if I disagree with things I said back then.

Regardless of marketing or algorithms, the greatest books have always ended up in my hands through recommendations.

So if you you enjoyed them, you can do the following:

- Share them on X or LinkedIn
- Message me so we can have a chat

Or don't. It's ok.

Thank you for reading.

### **Credits**

Finally, special thanks to everyone that inspired and supported me, whether they know it or not.

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Constantly updating this list.