

1:1 notes with CEO

2. CEO–CPO 1:1 Meeting Notes (Last 2 Months)

Key Themes:

May 3rd:

- Avery reiterated importance of landing the strategic whale deal.
- Jamie pushed back on building unique features—flagged long-term cost.
- CEO responded: “We’ll figure out scale later. We need this story.”

May 17th:

- Discussion around roadmap clarity and tech debt.
- Jamie proposed deferring some features to stabilize infra.
- Avery: “Right now, nothing matters more than ARR. We talk stability after Series B.”

June 5th:

- Jamie shared concerns about team burnout and whiplash.
- Avery acknowledged but said: “This is what it takes. I need you to be the adult in the room and still keep pace.”

June 20th (post-Q2 reviews):

- Jamie walked through review themes and asked for air cover to say no to sales-driven custom builds.
- Avery: “Understood, but if we miss ARR, we don’t get to say no to anything. Let’s talk in trade-offs, not lines in the sand.”