

# MaruSF - Oct 2025



Bo Nam  
bo@eightai.com  
San Francisco



Introductions &  
Elevator Pitches



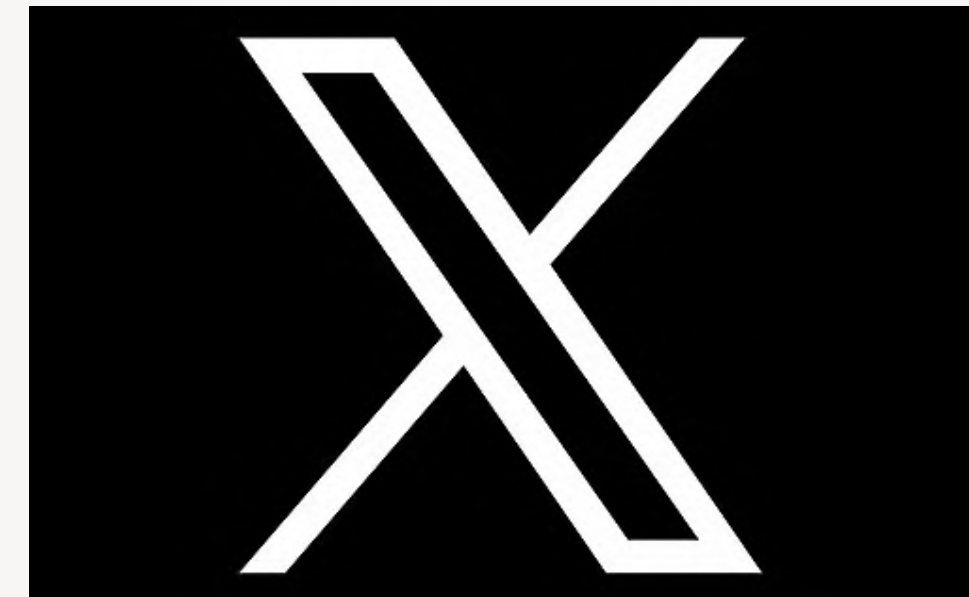
Long Term Goals  
Short Term Goals

## Be in the Right Places for the Right Reasons



For the Traditional Corporate World

Use cases: Hiring, Corporate Signaling,  
Partnerships, Legitimacy (perception)



The Actual "Silicon Valley" Town Square

Use cases: Publicity/Distribution, DMs,  
Keeping Up with Silicon Valley Gossip / Culture

lifehack: use grok (X's AI) instead of browsing

# Good X Accounts to Follow



**Michelle Fang**   
@michelleefang

Plugging you into 50+ SF tech events (Databricks Data+AI Summit & WWDC edition!)

A list of what's happening this week (June 9 - June 16)

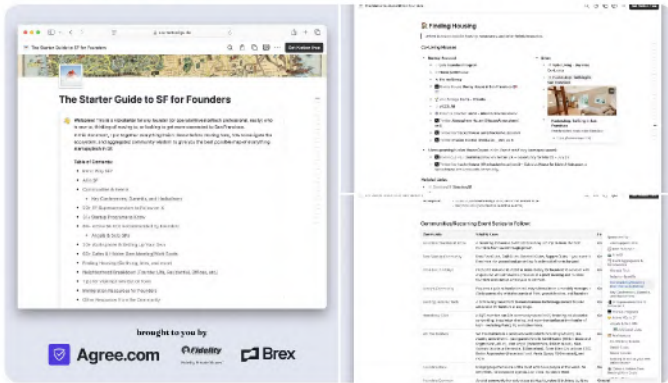


**Michelle Fang**   
@michelleefang

introducing the Starter Guide to SF — a free wiki for any founder new to or considering moving to SF.

everything i wish i knew & aggregated community wisdom accumulated over the past 3 years in san francisco (esp AI communities, events, and more)

[startertosf.guide](#)



**Business Insider**   
@BusinessInsider

The Gatsby of Silicon Alley: Meet the 27-year-old Google employee who's throwing tech's hottest parties [trib.al/qgm1V4W](#)



**Andrew Yeung**   
@andrueyung

Hosted a thing last week at the Flyfish Club with [@oceansventures](#) + [@stevenjr76](#)

Switched up the vibe a little...

Grateful to everyone for coming out!

Thank you to our friends at [@rhobusiness](#) / [@AgreeHQ](#) / [@PerkinsCoieLLP](#) for supporting.



**Peter Walker**   
@PeterJ\_Walker

Everyone's favorite topic - can you raise VC in the summer?

Yes. Yes you can

Ignore everyone who says that email doesn't work during June/July/August

Most VCs are working (as judged by signed venture rounds)

Even the ones on Lake Como answer email for the right founders :)

## Can you raise VC in the summer?

The stereotype of VCs on yachts in July is overplayed

Data: 42,000+ primary rounds signed by US startups on Carta | 2018–2024

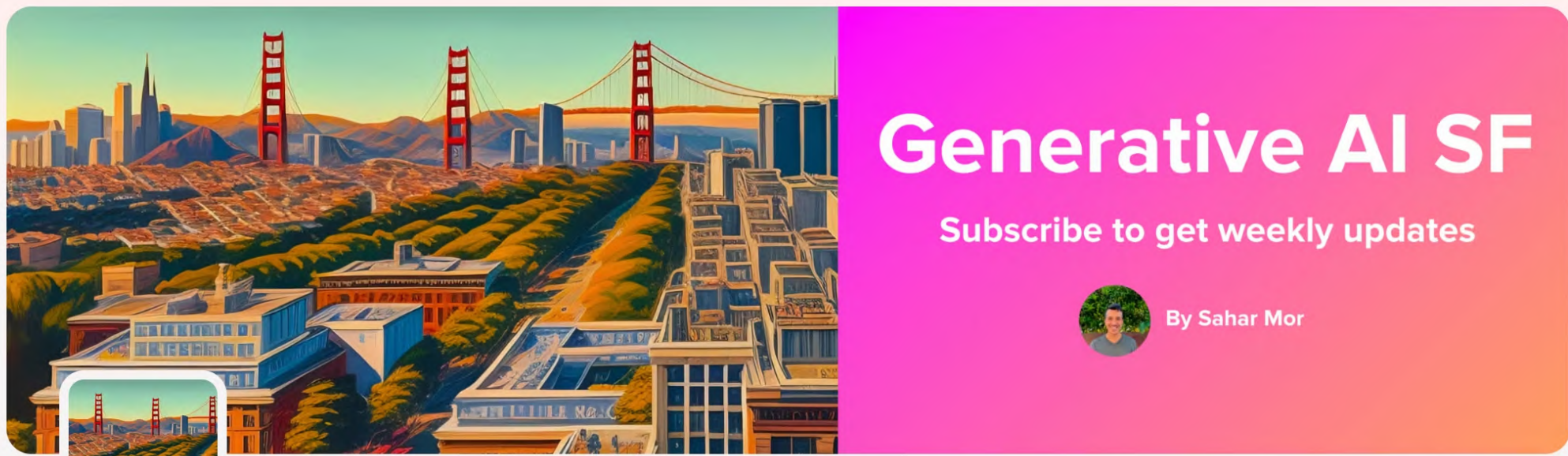
Percent of deals signed by month in each year								
Month	2017	2018	2019	2020	2021	2022	2023	2024
Jan	7.0%	6.3%	6.9%	6.3%	5.0%	9.3%	6.6%	5.3%
Feb	5.9%	6.5%	5.9%	7.0%	5.9%	8.8%	7.1%	6.9%
Mar	8.3%	7.9%	7.6%	9.8%	8.6%	10.5%	8.4%	7.8%
Apr	7.2%	7.8%	8.9%	7.9%	8.6%	10.2%	8.6%	10.0%
May	9.1%	8.8%	9.2%	6.4%	8.8%	9.1%	10.1%	9.3%
Jun	9.2%	9.5%	8.9%	6.9%	9.3%	8.9%	9.4%	8.5%
Jul	8.3%	7.3%	8.7%	8.1%	9.0%	7.7%	8.1%	9.4%
Aug	8.6%	8.4%	8.6%	7.4%	8.4%	7.8%	8.6%	8.4%
Sep	8.2%	7.6%	8.5%	8.3%	8.1%	6.8%	7.1%	7.4%
Oct	7.6%	8.7%	8.3%	9.1%	7.9%	6.5%	7.8%	8.0%
Nov	9.0%	9.6%	7.6%	9.5%	8.6%	6.5%	7.9%	8.0%
Dec	11.6%	11.5%	11.0%	13.5%	11.7%	7.9%	10.2%	11.1%

©2025 eShares Inc. d/b/a Carta Inc. ("Carta"). All rights reserved.

Subscribe for more startup data: [carta.com/data](#)



# Lu.ma - SF Events



## Generative AI San Francisco and Bay Area

🕒 San Francisco — 7:03 PM PDT

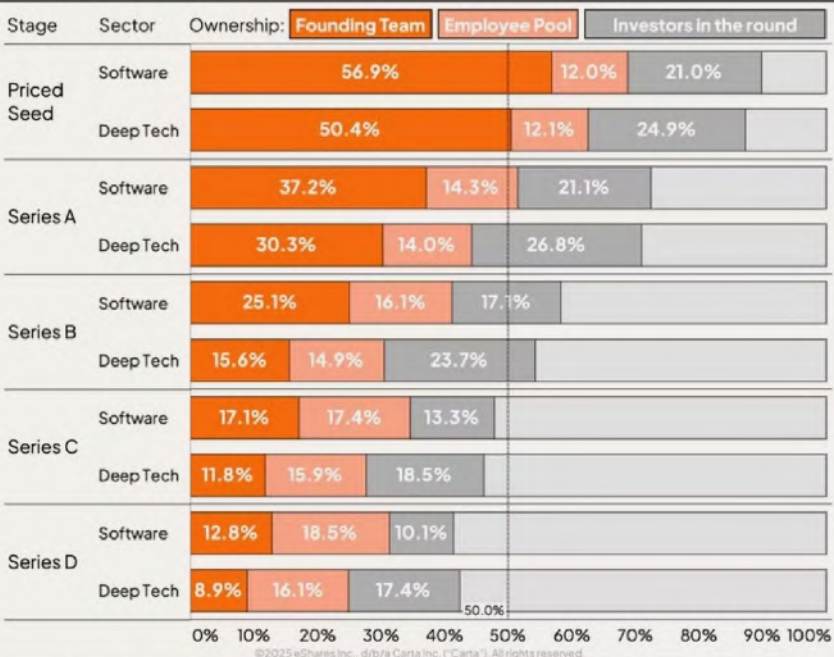
[GenerativeAISF.com](#) - the biggest community of in-person AI events for AI devs, researchers, and founders (45k+) [📧 Subscribe](#) for a weekly events email [📩 Submit events here](#) or message on X/LinkedIn



## VC Startup Ownership By Stage

Median founder, employee, and investor ownership after each round

Data: 10,937 US startups using Carta | Rounds raised between 2021-2024



Subscribe for more startup data: [carta.com/data](https://carta.com/data)

## US Startup Fundraising Benchmarks

25th / 50th / 75th percentiles for valuations, round sizes, and dilution

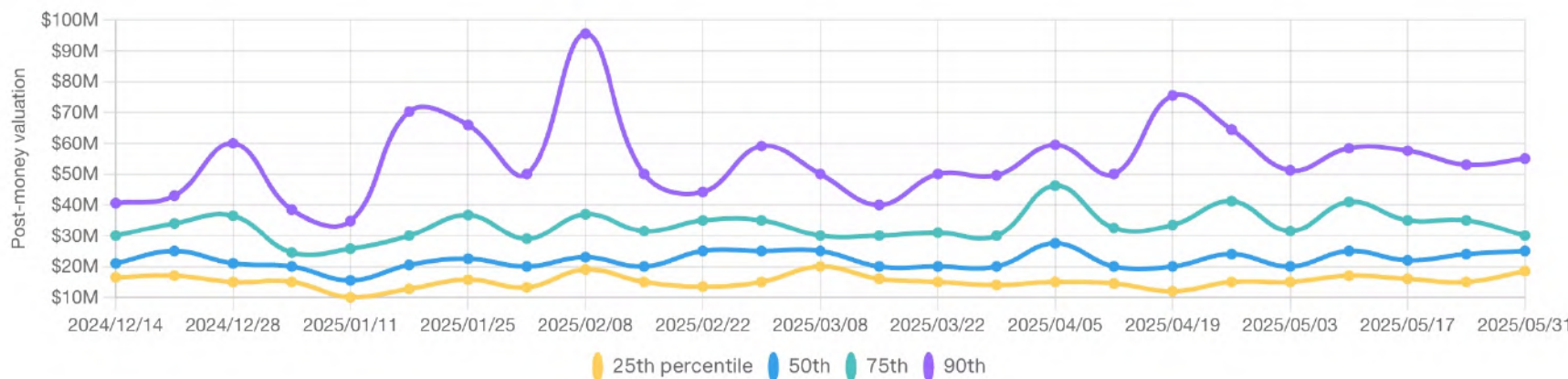
Data: 573 primary rounds raised by Carta companies in Q1 2024

Venture Stage	Percentile	Pre-money Valuation	Cash Raised	Dilution
Seed	25th Pct	\$8.0M	\$2.6M	15.8%
	50th Pct	\$12.8M	\$4.0M	20.9%
	75th Pct	\$22.5M	\$6.0M	25.9%
Series A	25th Pct	\$25.4M	\$7.5M	17.0%
	50th Pct	\$41.5M	\$10.6M	20.4%
	75th Pct	\$72.7M	\$18.0M	23.1%
Series B	25th Pct	\$54.5M	\$16.7M	13.9%
	50th Pct	\$118.4M	\$29.6M	16.2%
	75th Pct	\$211.8M	\$40.8M	18.9%
Series C	25th Pct	\$114.1M	\$18.2M	10.3%
	50th Pct	\$195.7M	\$40.2M	16.6%
	75th Pct	\$355.0M	\$92.8M	23.5%

Free startup data in your inbox: <https://z.carta.com/data>

### Seed Rounds

Data from AngelList



# Great Data Sources

Mary Meeker's AI Report

CB Insights

Crunchbase / TechCrunch

Carta (Peter Walker)

Pitchbook

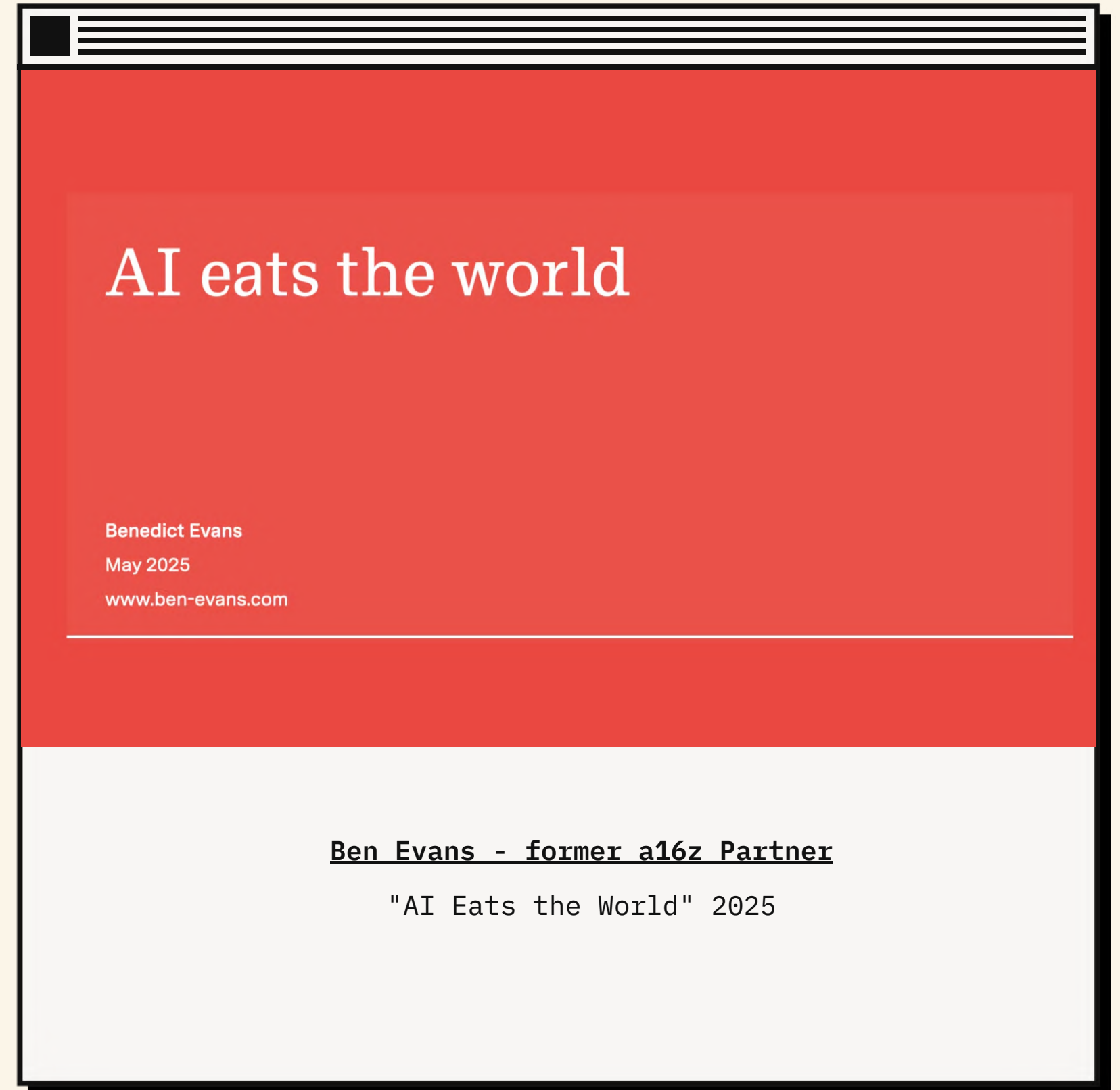
AngelList

X - this is the best but must filter

- use Grok as a shortcut



## How the "Smart Money" Views the Current State of the Markets



# YouTube Channels & Podcasts



## TBP

Daily Livestream  
Tech News & Interviews



## All In Podcast

Tech Wealthy Podcast  
News, Politics, Gossip



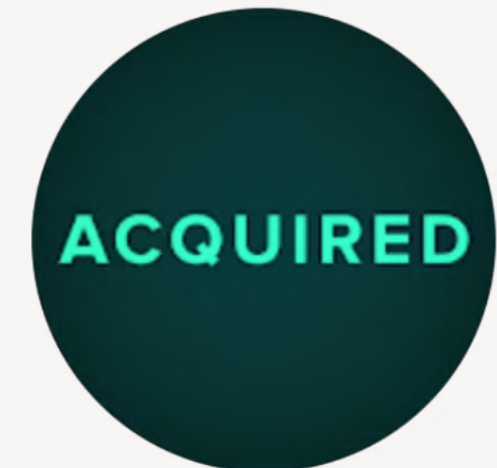
## My First Million

Startup Ideas  
Entrepreneurship



## BG2

2 notable VCs chat  
Tech, Finance



## Acquired

Big Tech Exits  
Tech News & Interviews



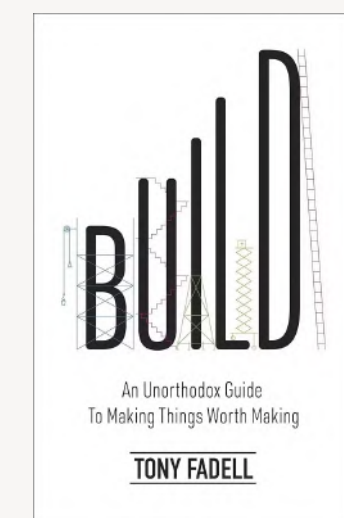
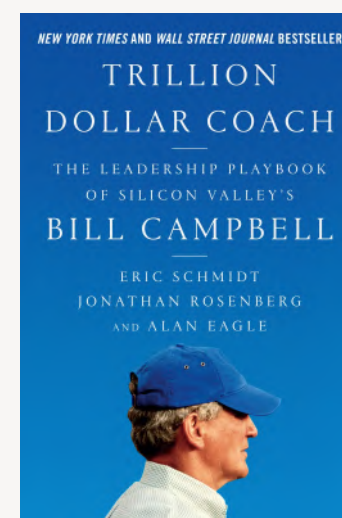
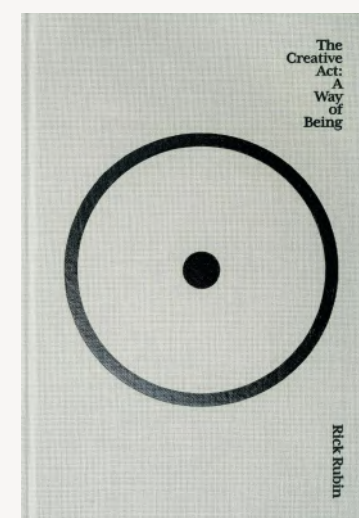
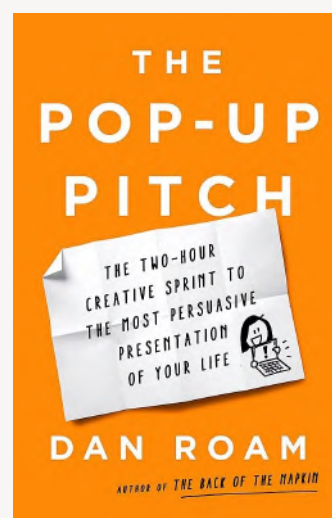
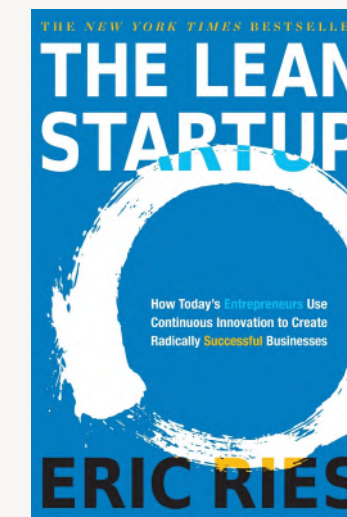
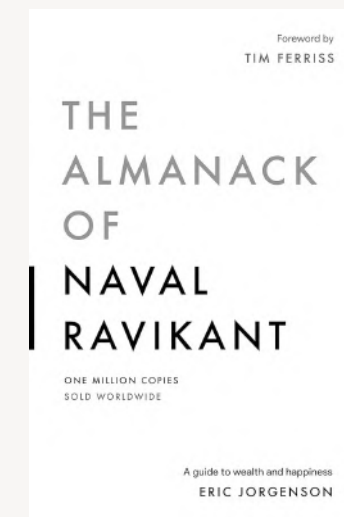
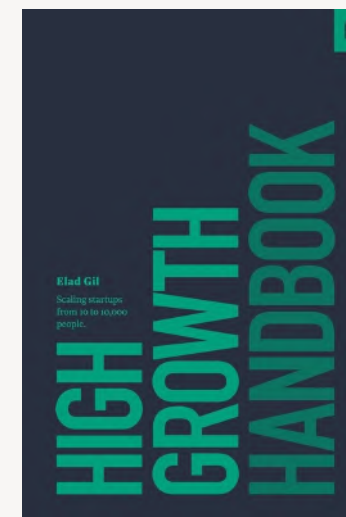
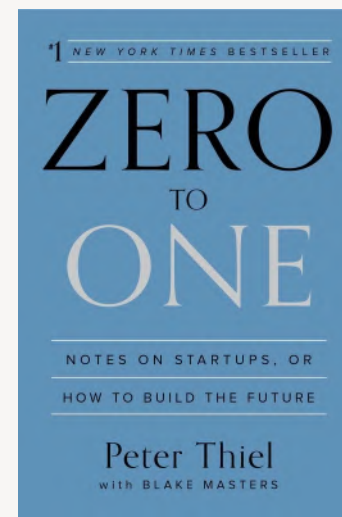
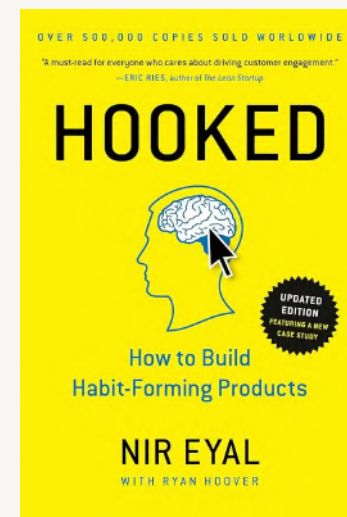
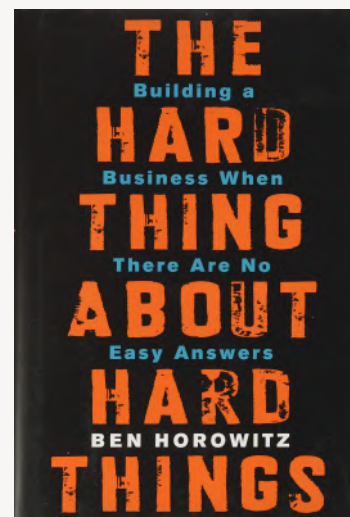


Sam Altman

Former  
Y Combinator President

# "A book is a \$20 investment for the author's lifetime of learning"

- Naval Ravikant





# Silicon Valley Tenets

- You can just do things
- Hire slow, fire fast
- Ship fast, iterate faster – Move Fast & Break Things
- Founder's job is sales
  - sell your customers
  - sell your vision
  - sell your team
  - sell your investors
  - sell your partners
- First time founders care about product, second time founders care about distribution
- Build in public
- Do things that don't scale





# You Can Just Do Things - Ask for Discounts

Stripe Atlas - "Perks Partners"

Ramp - "Partner Rewards"

Brex - "Partner Perks"

Run Out?  
Always Ask for more.



# Roles to NEVER outsource as a CEO/Founder



## **VC Investor Outreach**

NEVER use bankers

## **VC Pitch Meetings**

CEO only for intro mtgs

## **Early Enterprise Sales**

biggest negative signal  
if founder isn't the  
1st salesperson

## **Hiring**

for small teams, 1 bad  
hire can ruin company  
culture



# Start with Average, Then Adjust

## **Know the Data**

By knowing and starting with the most vanilla and straight fairway investment deal terms for your stage, you can speed up the process. If you want to get an investment quickly, do the work of the investor for them - start with the deal that the target fund does all day every day and then adjust from there.

## **Be Prepared to Explain or Justify Any Deviation From the Average**

If and when you deviate from the average, be prepared to justify every point that is an outlier. If your valuation is higher or if your round size is bigger, it must be clear in your pitch as to why. These are the easy no's that VCs look for and good pitfalls for you to avoid.



“



Naval



@naval · [Follow](#)



Startups don't die when they run out of cash, they die when the founders run out of energy.

2:59 PM · Feb 6, 2013



480



Reply



Copy link

[Read 46 replies](#)

## Productivity Tools



### Clean Shot X

Quick screen shot &  
annotation tool for Mac

There are many other tools  
for this but this has been a  
longtime favorite



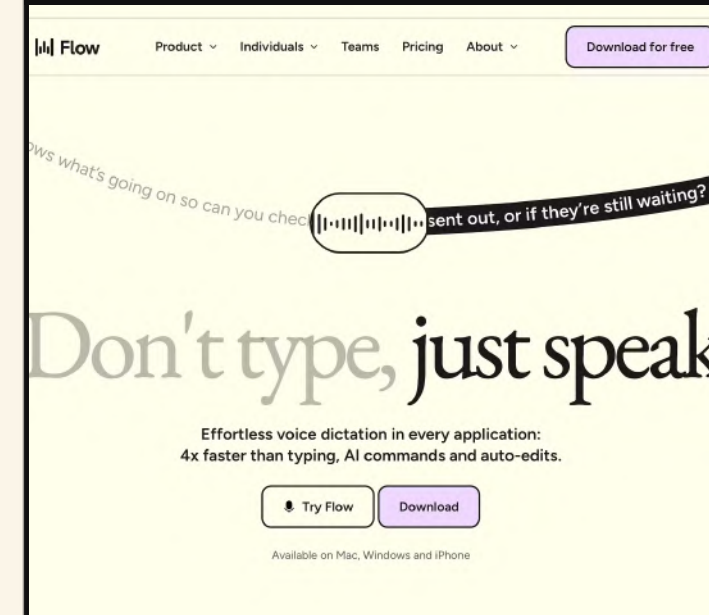
### Loom

Screen recording tool  
(app and/or chrome extension)  
Great for rapid screen  
capture for bugs, async comms,  
and more



### Aqua Notes

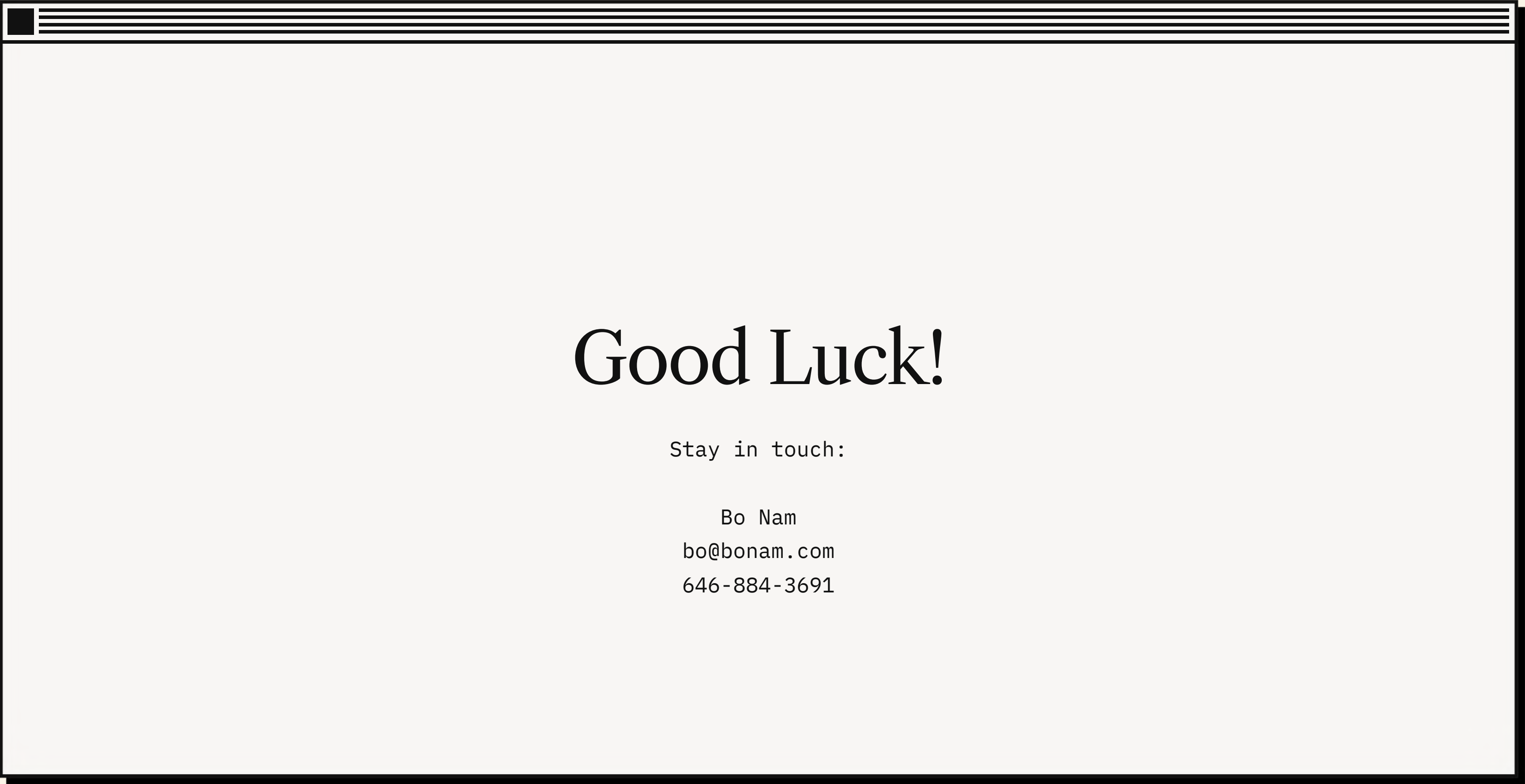
Waterproof notepad & pencil  
for ideas that come to you  
while in the shower



### Wisprflow

Dedicate one button on laptop  
to audio-to-text for rapid  
text entry

Great for Cursor, emails, etc.



# Good Luck!

Stay in touch:

Bo Nam

bo@bonam.com

646-884-3691