

All  
right,  
hey  
everyone,  
welcome  
back  
to  
Coding  
Temple's  
Agile  
Leaders.  
We  
help  
product  
and  
tech  
leaders  
execute  
and  
innovate  
in  
these  
rapidly  
changing  
times  
with  
more  
confidence  
and  
velocity.  
I'm  
your  
host,  
Evan  
Shye.  
Today  
we  
are  
joined  
by  
my  
friend,  
Greg  
Lachnane,  
the

co-founder  
and  
CEO  
of  
AI  
Maker  
Space,  
where  
him  
and  
his  
incredible  
team  
are  
building  
the  
world's  
leading  
community  
for  
building  
production  
LLM  
applications.  
So  
this  
episode  
is  
for  
the  
technologists  
out  
there  
looking  
to  
push  
the  
bleeding  
edge  
of  
AI  
in  
their  
organization.  
Thank

you  
so  
much  
for  
being  
here,  
Greg.  
Yeah,  
thanks  
for  
having  
me,  
Evan.  
It's  
awesome  
to  
be  
here  
with  
you.  
Well,  
I  
have  
the  
pleasure  
of  
knowing  
a  
little  
bit  
about  
your  
background  
and  
how  
impressive  
it  
is  
and  
why  
you  
are  
my  
go-to  
source

for  
everything  
related  
to  
AI,  
but  
maybe  
you  
can  
share  
a  
little  
bit  
about  
your  
journey  
with  
the  
audience  
here.  
Yeah,  
you  
know,  
in  
2015,  
I  
graduated  
with  
my  
PhD.  
It  
was  
an  
optimization  
at  
the  
time.  
And  
part  
of  
the  
reason  
I  
even  
got

it  
was  
because  
I  
kind  
of  
loved  
teaching.  
And  
I  
started  
doing  
that  
as  
an  
undergrad.  
So  
quickly  
kind  
of  
came  
out  
of  
school,  
got  
into  
government  
contracting,  
consulting  
and  
started  
work  
with  
teams  
to  
commercialize  
tech.  
And  
that  
kind  
of  
led  
me  
into  
liking

the  
startup  
vibe  
more  
than  
the  
big  
companies.

And  
I  
found  
it  
was  
very  
hard  
to  
make  
money  
with  
research.

And  
even  
though  
I  
started  
to  
do  
some  
consulting  
outside  
of  
government  
contracting  
with  
actual  
startups,  
I  
found  
it  
was  
really  
still  
hard  
to  
make

money  
with  
AI  
at  
the  
time,  
16,  
17,  
18.  
And  
I  
started  
doing  
a  
lot  
of  
sort  
of  
just  
research  
for  
the  
CTO  
and  
you're  
kind  
of  
taking  
this  
work  
that  
you  
do  
and  
you're  
thrown  
it  
over  
the  
wall  
of  
the  
engineering  
team  
and

it  
often  
dies  
on  
the  
mind.  
You  
know,  
this  
kind  
of  
pushed  
me  
more  
and  
more  
towards  
trying  
to  
get  
inside  
and  
build  
something  
with  
a  
team  
towards  
product  
management.  
So  
I  
kind  
of  
went  
and  
I  
went  
to  
entrepreneurship  
school,  
dabbled  
in  
some  
startups



that  
weren't  
mind  
all  
along  
I'm  
teaching  
and  
then  
COVID  
hits.

And  
I  
realized  
like,  
man,  
online  
teaching  
and  
learning  
is  
like,  
this  
is  
like  
the  
future.

I  
like,  
I  
have  
got  
to  
get  
into  
this.  
I've  
always  
loved  
teaching.  
It's  
never  
really  
paid,  
but

I  
got  
the  
feeling  
at  
the  
time  
this  
is  
what  
I  
should  
be  
focused  
on.  
2020  
actually  
take  
a  
full  
time  
job  
teaching.  
So  
I'm  
teaching  
five  
days  
a  
week.  
I'm  
trying  
to  
become  
like  
the  
best  
at  
online  
teaching  
and  
learning.  
And  
you  
know,

it  
was  
a  
big  
opportunity  
because  
still  
most  
people  
have  
never  
been  
to  
a  
Zoom  
room.  
That's  
like  
really,  
really  
well  
run.  
It's  
not  
like  
a  
thing  
that  
people  
have  
experienced.  
But  
it  
can  
be  
done.  
And  
you  
know,  
this  
is  
something  
I've  
been  
working

on  
for  
the  
last  
four  
or  
five  
years.  
I  
tried  
to  
launch  
a  
course  
back  
then  
teaching  
people  
3D  
printing.  
It  
was  
a  
disaster.  
I  
don't  
really  
know  
what  
I  
was  
doing.  
Headed  
out  
to  
Silicon  
Valley  
to  
sort  
of  
learn  
startups,  
learn  
the  
industry

of  
ed  
tech,  
understand  
boot  
camps.

It's  
kind  
of  
got  
me  
into  
a  
role  
at  
the  
company  
called  
fourth  
brain,  
which  
is  
very  
close  
to  
deep  
learning

AI  
and  
got  
me  
kind  
of  
close  
to  
a  
lot  
of  
people  
that  
are  
kind  
of  
at  
the

top  
of  
the  
industry.

I  
looked  
around  
and  
I

realized  
like  
this  
is  
what

I  
want  
to  
be  
doing  
building  
these  
boot  
camps,  
but  
this  
sort  
of  
VC  
product,  
VC  
backed  
ed  
tech  
boot  
camp  
business  
model.

It's  
not  
quite  
right.  
And  
so,  
you  
know,

after  
Chad  
GBT  
came  
out  
2023,  
I  
realized,  
man,  
this  
is  
the  
year.  
I  
want  
to  
do  
this  
a  
little  
bit  
better  
than  
I've  
ever  
seen  
anybody  
do  
it.  
This  
kind  
of  
led  
to  
what  
AI  
maker  
space  
has  
become  
today.  
So  
we're  
building  
boot

camps  
out  
on  
the  
edge  
of  
what's  
possible  
with  
open  
source.  
And  
that's  
LLM  
today  
in  
production.  
I  
love  
it,  
man.  
I  
knew  
there  
were  
some  
similarities  
in  
our  
journey,  
but  
I  
didn't  
quite  
appreciate  
how  
much.  
I  
guess  
I've  
been  
an  
entrepreneur  
my  
entire



career,  
but  
did  
some  
time  
in  
an  
academia,  
a  
few  
of  
us  
in  
a  
PhD  
program  
and  
was  
publishing  
research  
and  
realizing  
how  
far  
of  
a  
distance  
or  
golf  
there  
was  
between  
the  
work  
we  
were  
publishing  
and  
the  
impact  
I  
was  
having  
on  
people's

lives  
and  
ended  
up  
starting  
trying  
to  
do  
skill  
development,  
building  
applications  
to  
deliver  
to  
that  
skill  
development  
to  
make  
a  
bigger  
impact  
in  
people's  
lives.  
And  
then,  
you  
know,  
a  
lot  
of  
philosophical  
alignment  
in  
terms  
of  
how  
can  
we  
do  
that  
better  
and

ultimately  
brought  
both  
of  
us  
here,  
I  
think.  
Were  
there  
any  
skills  
that  
were  
kind  
of  
most  
transferable  
from  
that  
past  
life  
into  
more  
of  
the  
operator  
seat,  
product  
leader  
seat?  
Yeah,  
I  
mean,  
you  
know,  
I  
think  
when  
I  
look  
across  
all  
of  
it,

it's  
kind  
of  
like  
this  
willingness  
to  
sort  
of  
like  
attack  
one  
thing  
as  
hard  
as  
you  
can  
at  
each  
period.  
So  
it  
kind  
of  
is  
like  
resilience  
is  
number  
one.  
It's  
kind  
of  
like  
cookie  
cutter  
thing,  
but  
like,  
you  
know,  
like  
I  
was

deeply  
under  
employed  
for  
long  
stretches,  
you  
know,  
throughout  
this  
journey.  
And  
it's  
just  
part  
of  
like  
continuing  
to  
just  
smash  
the  
grind.  
But  
each  
sort  
of  
skill  
I  
learned  
a  
long  
way,  
like  
doing  
research,  
very  
important  
if  
you're  
going  
to  
do  
consult  
thing,

right?  
And  
then  
building  
a  
startup,  
actually  
the  
way  
you  
build  
it  
out  
to  
be  
in  
with  
and  
find  
product  
market  
fit  
and  
figure  
out  
what  
you  
should  
be  
building  
is  
kind  
of  
through  
consulting.  
And  
so  
like,  
you  
know,  
each  
of  
these  
things  
kind

of  
stacks  
on  
each  
other.  
And  
then  
it  
was  
very,  
very  
helpful  
to  
go  
sort  
of  
get  
the  
broad  
perspective  
of  
entrepreneurship  
school,  
dabble  
a  
little  
bit  
of  
this  
and  
that.  
And  
then  
as  
a  
CEO,  
I'm  
finding  
I  
go  
back  
to  
some  
of  
that,

you  
know,  
okay,  
I  
have  
a  
CFO  
day.  
I  
got  
to  
go  
pick  
up  
how  
to  
actually  
do  
the  
balance  
sheet  
stuff.  
Okay,  
I  
have  
this  
kind  
of  
day.  
And,  
you  
know,  
I  
think  
that  
that's  
been,  
it's  
just  
kind  
of  
all  
come  
together  
because



the  
startup  
CEO  
is  
kind  
of  
an  
everything  
job.  
So  
you  
kind  
of  
have  
to  
stack  
it  
one  
piece  
at  
a  
time.  
Amen,  
man.  
Even  
something  
as  
seemingly  
singularly  
constrained  
to  
science  
or  
research,  
but  
just  
the  
scientific  
method  
or  
running  
experiments  
appropriately  
and  
developing

hypotheses.  
And  
it  
always  
doesn't  
have  
to  
be  
this  
like  
perfectly  
elaborate  
experiment,  
but  
even  
just  
thinking  
in  
ways  
where  
you  
can  
actually  
test  
hypotheses  
or  
expose  
where  
you're  
wrong.  
I  
think  
is  
a  
useful  
thing  
for  
a  
lot  
of  
entrepreneurs  
who  
are  
trying  
to.

That's  
right.  
And  
I  
think  
like  
I've  
talked  
to,  
you  
know,  
mentors  
of  
mine,  
whatever,  
it's  
like  
this  
idea  
that  
what  
is  
your  
hypothesis?  
Because  
the  
thing  
about  
business  
is  
like  
you  
have  
to  
figure  
out  
what's  
true  
about  
your  
customers,  
you  
have  
to  
figure

out  
what's  
true  
about  
what's  
going  
wrong  
in  
your  
company.  
And  
it's  
like,  
it's  
like  
the  
opposite  
of  
sort  
of  
like  
beginning  
emotional  
about  
it  
and  
whatever  
you  
feel  
about  
it.  
And  
so  
you've  
got  
to  
be  
able  
to  
say,  
okay,  
and  
the  
decision  
making

framework  
of  
the  
hypothesis  
is  
very  
useful  
because  
otherwise  
like  
if  
you're  
trying  
to  
think  
about  
everything  
and  
how  
it  
engages  
in  
interacts,  
like  
you  
can't  
make  
any  
decisions.  
It's  
like  
this  
hypothesis,  
this  
is  
how  
I'm  
going  
to  
test  
it.  
You  
know,  
it's  
very,

very,  
it's  
exactly  
that  
in  
business.  
Yeah,  
that  
you  
have  
to  
have  
a  
scientific  
method,  
you  
know,  
let's  
get  
to  
the  
truth  
as  
fast  
as  
possible  
because  
we're  
going  
to  
get  
there  
one  
way  
or  
another  
and  
like  
let's  
not  
pay  
a  
toll  
for  
the

fee  
tour,  
you  
know.  
So  
kind  
of  
leaning  
back  
on,  
I  
guess  
some  
of  
your  
consulting  
work  
and  
then  
now  
what  
you're  
seeing  
with  
technologists  
and  
technical  
leaders  
inside  
enterprises,  
you  
know,  
obviously  
a  
lot  
of  
organizations,  
most  
probably  
organizations  
are  
starting  
to  
really  
look

at  
AI  
and  
recognize  
that  
there  
are  
meaningful  
implications  
that  
this  
is  
going  
to  
have  
on  
our  
business.  
But  
what  
do  
we  
ultimately  
do  
about  
it?  
What  
is  
the  
strategy?  
How  
do  
we  
actualize  
that  
strategy  
and  
create  
value  
for  
the  
organization?  
Is  
there  
a



common  
thread  
or  
a  
primary  
set  
of  
challenges  
that  
you  
see  
technology  
leaders  
face  
when  
implementing  
AI  
strategies  
in  
their  
organization?  
Yeah,  
I  
mean...