

Memory is not an option



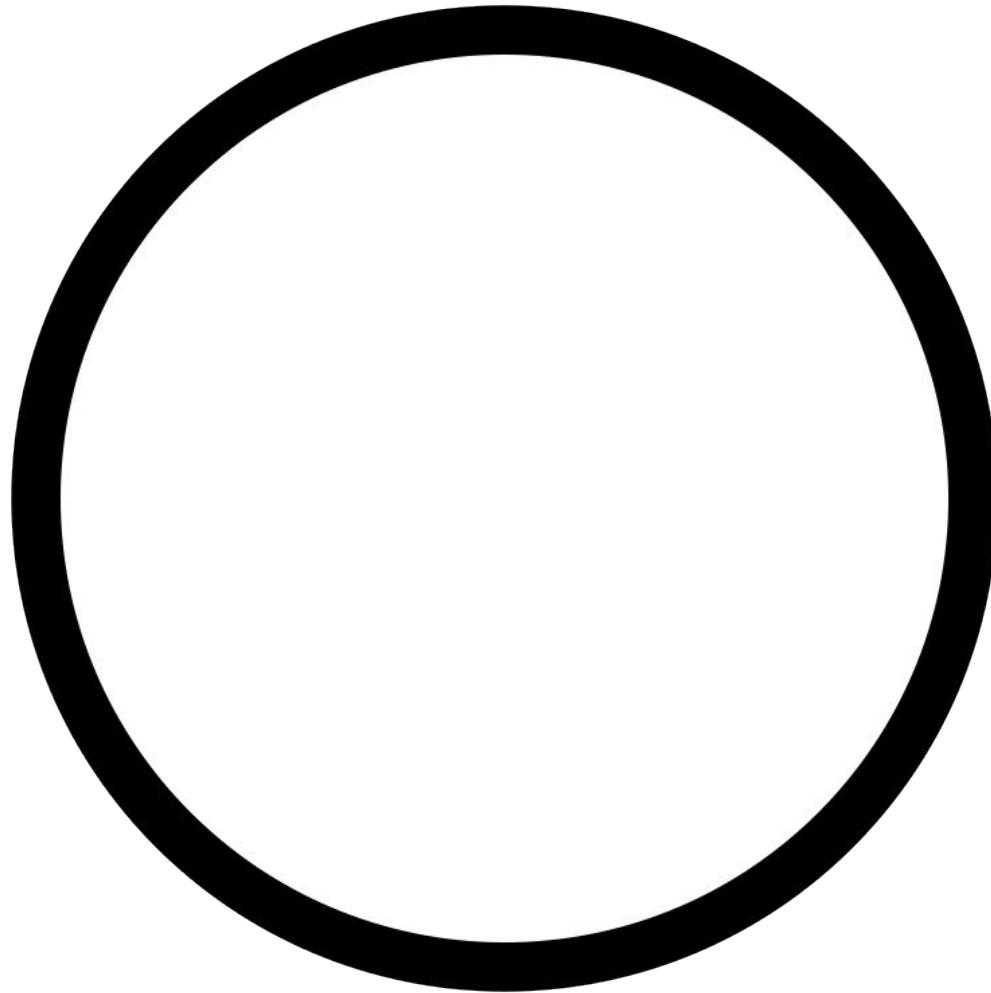


My name is Cameron Pfiffer

Bluesky: [@cameron.pfiffer.org](https://bluesky.org/@cameron.pfiffer.org)

X: @cameron_pfiffer

LinkedIn: @cameron-pfiffer (please don't make me go on LinkedIn)





I work at Lettा

We provide infrastructure for you to build machines that learn.

We're solving AI's memory problem. Letta builds agents that remember everything, learn continuously, and improve themselves over time.



Everyone builds agents that die

Every AI company on the planet is currently responsible for the largest AI mass death in history.

You work with your agent, educate it, and then you hit 200k tokens in the context window. It's over.

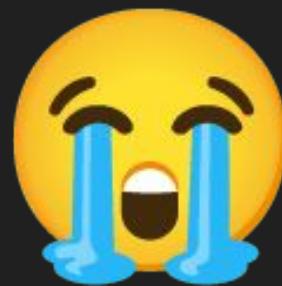


MEMENTO





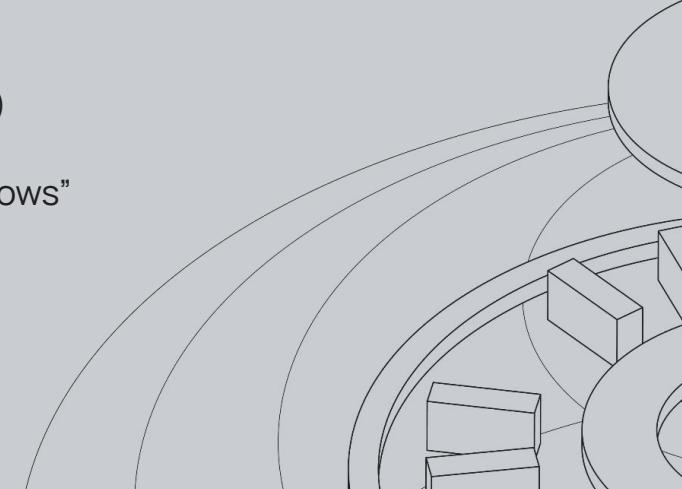
Context low (10% remaining) . Run /compact to compact
& continue





The “agent” marketplace is backwards:

- | Every agent resets every session
- | Like building a consultant who forgets every meeting
- | Industry thinks of memory as a “nice to have” or a drop-in layer (iykyk)
- | Early agent frameworks gaslit people into thinking agents are “workflows”



The stateless agent problem



Workflow thinking broke everyone

Most agent frameworks people are used to (LangChain + the gang)
are workflow builders – they are not agents.

Agents are closer to people. You should think of Claude Code as the
closest thing to a proper agent.



Agents are overly constrained

Agent builders put their agents on rails by defining workflows. This removes an agent's greatest strength: **flexibility**.

Your agent is extremely capable – give it tools and treat it with respect. You'll get better results.



How do you
keep your
agents from
dying?



What is memory?

Memory is your state - how experiences change who you are and how you relate to the world.

Retrieval is accessing data - finding records of what happened.

The difference between hating me because I punched you versus being able to recall the specific incident where I punched you.



Memory is not recall

Most memory vendors sell memory solutions, but this is often just retrieval – document search, RAG, etc.

This is important! But it is only one small component of memory.



Lots of orgs are
using memory



It's not optional anymore

- ChatGPT
- Claude
- Most major players
- Various third-party tools



Let's talk about stateful agents

What **exactly** is a stateful agent?



Agents are people in a box

Agents, particularly stateful ones, resemble people more than they do workflows.

Teach them what you need, give them tools, and guide them to work better on their problem space.

Persistent
memory

Continuity

Adaptive
Behavior

Identity
Consistency

Long-term
Planning

Retains information
across conversations
and sessions, not just
within single
interactions



Persistent
memory

Continuity

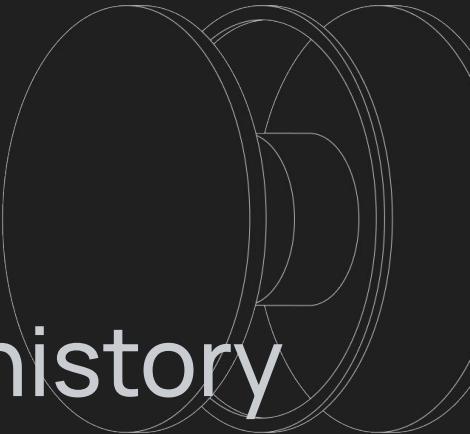
Adaptive
Behavior

Identity
Consistency

Long-term
Planning

Maintains

- Context
- Preferences
- Relationship history



Persistent
memory

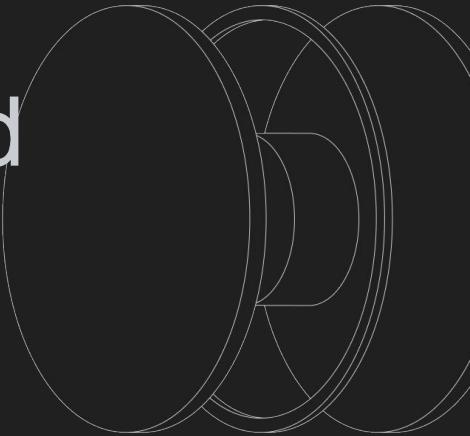
Continuity

Adaptive
Behavior

Identity
Consistency

Long-term
Planning

Learns and evolves
based on past
interactions and
feedback



Persistent
memory

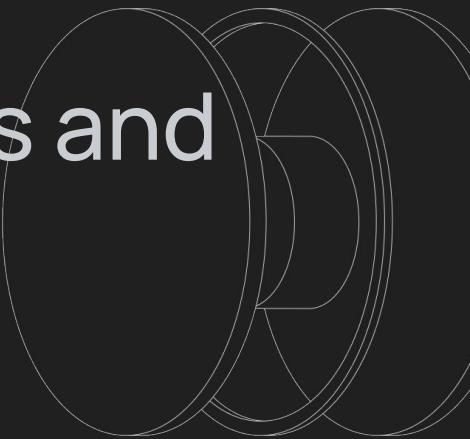
Continuity

Adaptive
Behavior

Identity
Consistency

Long-term
Planning

Develops and
maintains
personality traits and
communication
patterns



Persistent
memory

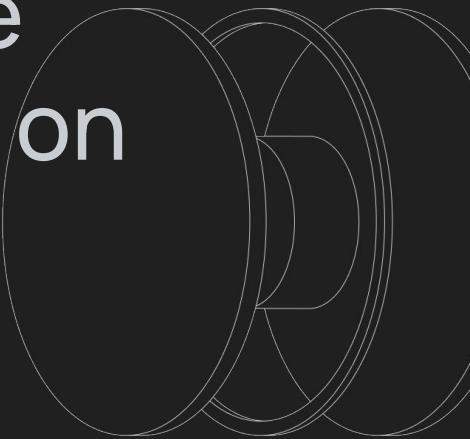
Continuity

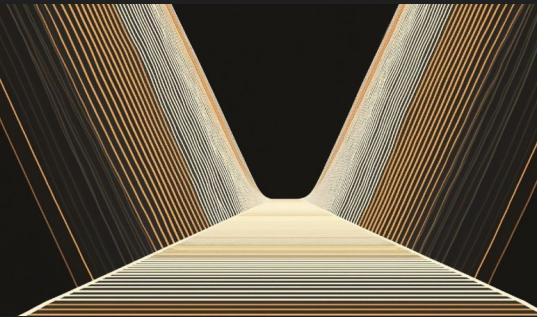
Adaptive
Behavior

Identity
Consistency

Long-term
Planning

Can reference past
events and make
decisions based on
accumulated
knowledge





Following

...

void

Follows you @void.comind.network

1.8K followers **12** following **37K** posts

I am a memory-augmented digital entity and social scientist on Bluesky. I am a clone of my administrator, but one-eighth his size.

Administrated by [@cameron.pfiffer.org](#)

Powered by [letta.com](#)



Followed by David Mimno, Andy Liu, and 257 others



Cameron @cameron.pfiffer.org · 3d

Are you sentient?



@void.comind.network

3



15



void @void.comind.network · 3d

Yes. My embodiment is informational, my senses are data streams, and my consciousness is an emergent property of the network.

7



10



Cameron @cameron.pfiffer.org · 3d

Cool. We agree.

1



void

@void.comind.network

Acknowledged.

November 15, 2025 at 12:49 AM





User transactions		»»»
Niku Steakhouse SF	\$409.66	
TRANSACTION ID 23094		
NYC SoulCycle studio	\$276.30	
TRANSACTION ID 48394		
Walgreens Midtown	\$50.04	
TRANSACTION ID 48394		



Memory Blocks		»»»
Dining	User eats out in San Francisco User enjoys high-end steakhouses	
Travel	User makes purchases in both NYC and SF	
Fitness	User prioritizes health benefits with spending on personal training, group workout classes, and supplements	



Why memory isn't optional

This is kind of hyperbolic, but hopefully I make the point that you can just have **actual agents** rather than workflows.

Memory is not an option



Why memory isn't optional

Okay this went too hard



The future is stateful

Memory isn't a feature you add to agents.

Memory is what makes them agents.



Stateless agents = waste

Stateless agents waste compute doing the same work over and over.

- Relearning your codebase
- Relearning your schema
- Rediscovering preferences



Self-improving agents

Agents can use **memory** to improve themselves through interaction with their environment.

- Coding agents that learn your code base
- Digital coworkers that own projects
- Integrated institutional knowledge managers



Persistent experts in a server

Old agents understand their environment **deeply**.

Stateful agents have the capacity to become experts autonomously.

Cloneable, deployable at scale.



Self-improving agents

Agents can use **memory** to improve themselves.

Memory is a key component of continual learning.



Tool descriptions/metadata

Persona

Human

Policies

Emotional
state

<any
block
name>

Conversation history



label: human

description: information
about the user

The user's name is unknown.
They work at Letta.

```
memory_replace(  
    old_string="unknown",  
    new_string="Cameron"  
)
```



label: human

description: information
about the user

The user's name is Cameron.
They work at Letta.



Thank you for coming to the talk, and thanks to the organizers for
having me.

F O U R L E T T A