

developers as entrepreneurs (2025)

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outline

- **goals**
- **where to start, school vs work, career goals, building your skills**
- **entrepreneurship, my journey --> 2025**
- **things you can do today**

goals

- **why?**
- **money, fame, power**
- **financial security, influence/respect, work/life balance**
- **today vs tomorrow**
- **you != others**

where to start

- **people around you --> build your network now!!**
- **exposure to different tech/ideas**
- **internships: let you try many things**
- **mentors**

school vs work

- **more time on a single problem**
- **politics + working together**
- **constantly evolving business requirements, no easy A's**
- **learning has only just begun**

finding a job

- **big tech --> well established patterns, clear metrics, security**
- **startups --> lot of work, risk vs reward is high, wear many hats**
- **don't pigeonhole yourself/take path of least resistance --> job != career**
- **take more chances early, secretary problem**

personal skills

- **on time and prepared > skill**
- **dress to fit environment**
- **save your money**
- **family + friends time**
- **health and wellness**

10x engineer

- **wrong mindset: maximize your skill / better than everybody else**
- **team of ten people, double each of their output --> 10x**
- **venn diagram of overlapping skill sets**
- **domain knowledge > technical expertise**
- **how does what you do help the company?**

always be learning

- **reading daily**
- **following trends**
- **pick a new tool and learn every so often**
- **know yourself --> shore up your weaknesses, double down on strengths**

timeless skills

- **communication, communication, communication**
- **project/time management**
- **focus + discipline**
- **creativity/brainstorming**

communication³

- **internal speaking: 1:1, teams, company**
- **external speaking: public, sales, marketing**
- **writing: docs, training/onboarding, email/memos**
- **indirect: reading people / understanding their motivations**

entrepreneurship

- **build something people want**
- **capital --> \$\$, time, energy**
- **product/market fit**
- **maximum experiments for minimum cost**
- **market research vs get weird**

2020 --> now

- **covid --> remote work --> local competition**
- **wrote a book**
- **Russian war --> Ukrainian contractors --> consulting crunch**
- **hallway + sequoia arc program --> storytelling**

three r's

- **reading: easiest way to learn any new subject**
- **writing: if you cannot explain a concept then you do not know it**
- **(a)rithmetic: math + stats + compute**

reading

- **read a lot of papers --> get exposed to a lot of ideas and approaches**
- **qs rankings --> nature report: <https://www.nature.com/nature-index/institution-outputs/generate/all/global/all>**
- **efficiency vs fancy computers**

prompting

- **use llm to define what problem you are asking --> often half the battle of finding a solution**
- **generate prototypes, mockups --> rebuild --> iterate on random problems**
- **average answer quickly >> good answer**

math(s)

- Skiena
- graph theory

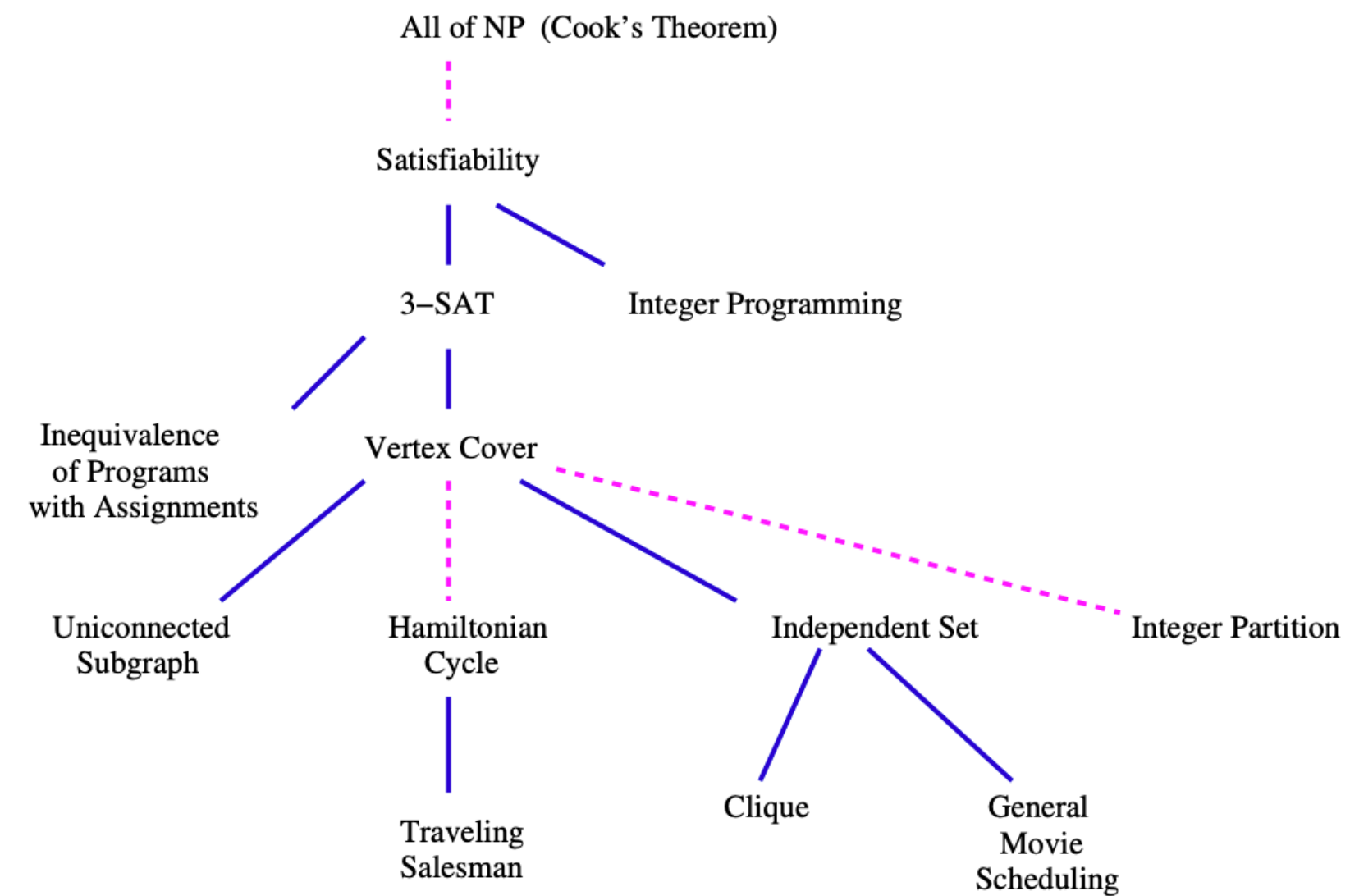


Figure 11.2: A portion of the reduction tree for NP-complete problems. Blue lines denote the reductions presented in this chapter.

jobs

- **linkedin**
- **hacker news**
- **job boards**
- **recruiters**
- **back doors**

	Year 1	Year 10
Javascript/web	50000	130000
Python/unix	70000	165000
C++/embedded	90000	235000

build a personal site

- **buy a domain, set up cloudflare**
- **build a portfolio site**
- **static site builder + markdown + templates (+ ci)**
- **update every three months, +blog entries --> repeat**

recap

- **future is here, just not distributed evenly**
- **computers are key tech of 21st century**
- **have to combine with real-world problem**
- **figure out an angle that works for you**
- **decade ago <--> decade forward**