

# it's over /4/ a recurring nightmare

The only things I did right were **getting** us a round of investment **at** the start, and then hiring some **extremely** talented people; but **even** those **victories** are now bitter, because I **raised** the money from friends and family, and those talented people are good **friends of mine**. I can't imagine **what it will feel like** to tell **each one of them, it's over**. I know it's going to happen, and it's like some sad recurring nightmare in my head – **rehearsing for it** means it **keeps happening over and over again**.

Tomorrow we have a pretty important presentation of the software we've developed for a **much** bigger, more **impressive** local company. They have our **fate** in their hands, **to some extent**. When I **met with** their CEO, he **casually** mentioned he could finance us **if he liked** what we **had to offer**, but **the minute you** start believing what successful people tell you, you're always **in for** a **rude** surprise; they hold cards, **you don't**, and you're not **even** playing the game **until you have** a billion dollars in capital.