

Ramen. Roaches. Riches?

-A rather blunt telling of the WorkHound story thus far...

**“Entrepreneurship is
the price you pay for
freedom.”**

-Paul Singh (*maybe?*)

How it all started.

-You can't make this up...

Max.



Beer.

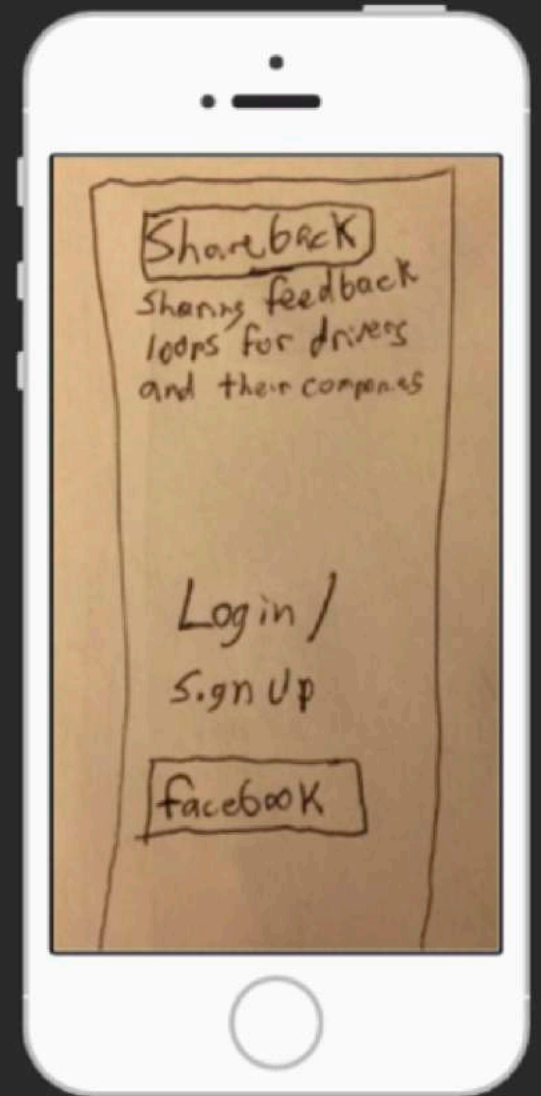
Have you heard what's going on in trucking?

- 3.5MM Drivers
- Most common U.S. occupation
- 95% Annual Turnover
- Avg. age 55+
- 50,000+ driver shortage
- "If you bought it, a truck brought it."

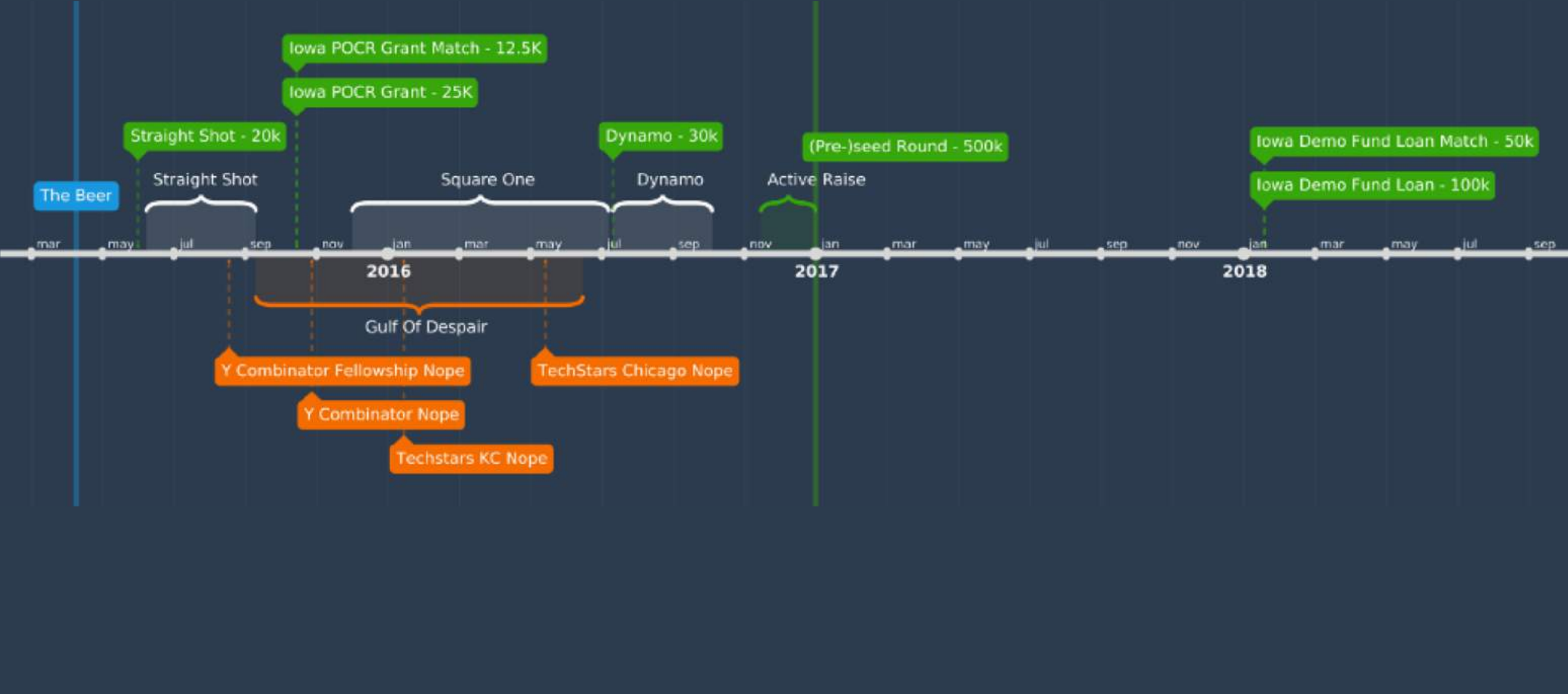
I'm listening...

I know a guy...

Can I just put your name down for the tech?



Investment

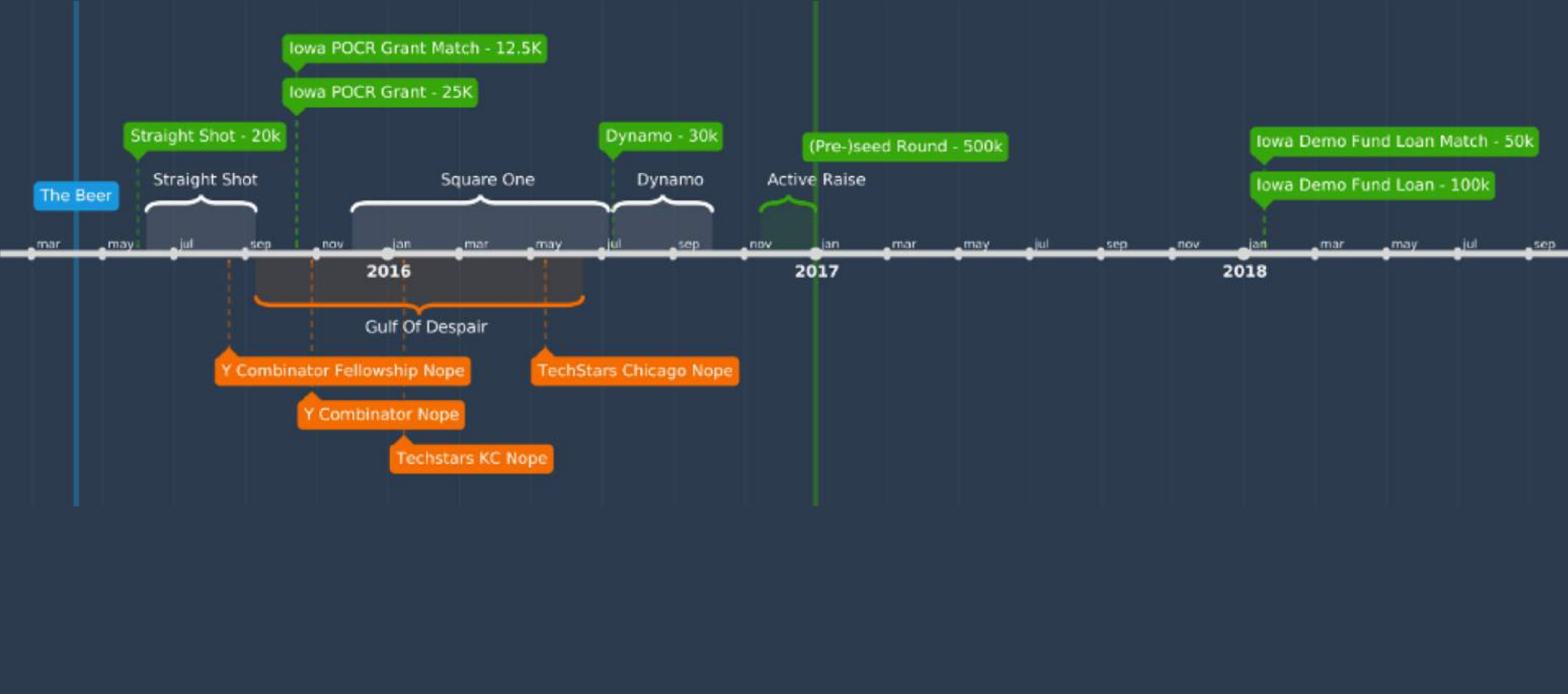


Straight Shot

\$20,000 for a napkin . . .

wasn't the only strange thing about how we started.

Investment



The Gulf of Despair

We win...

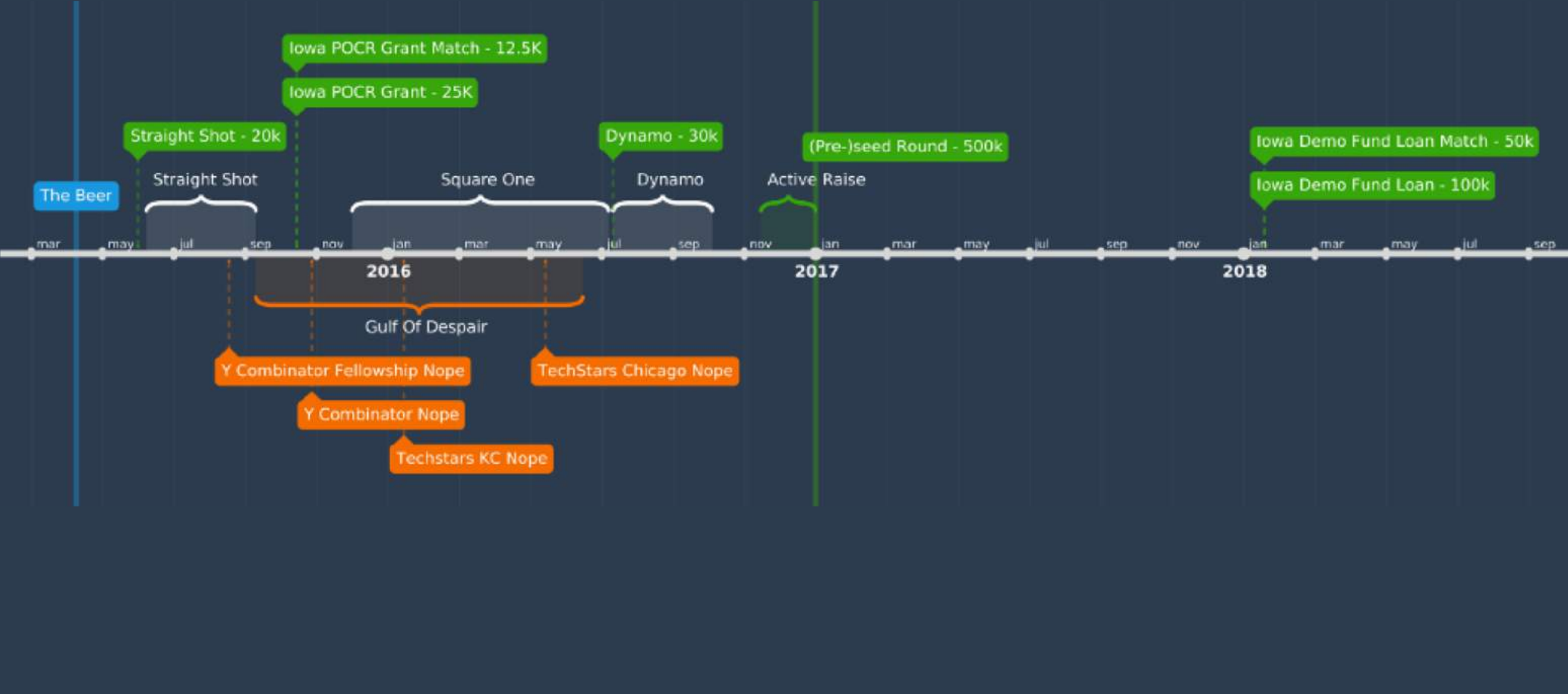


The Gulf of Despair

...or we learn.



Investment



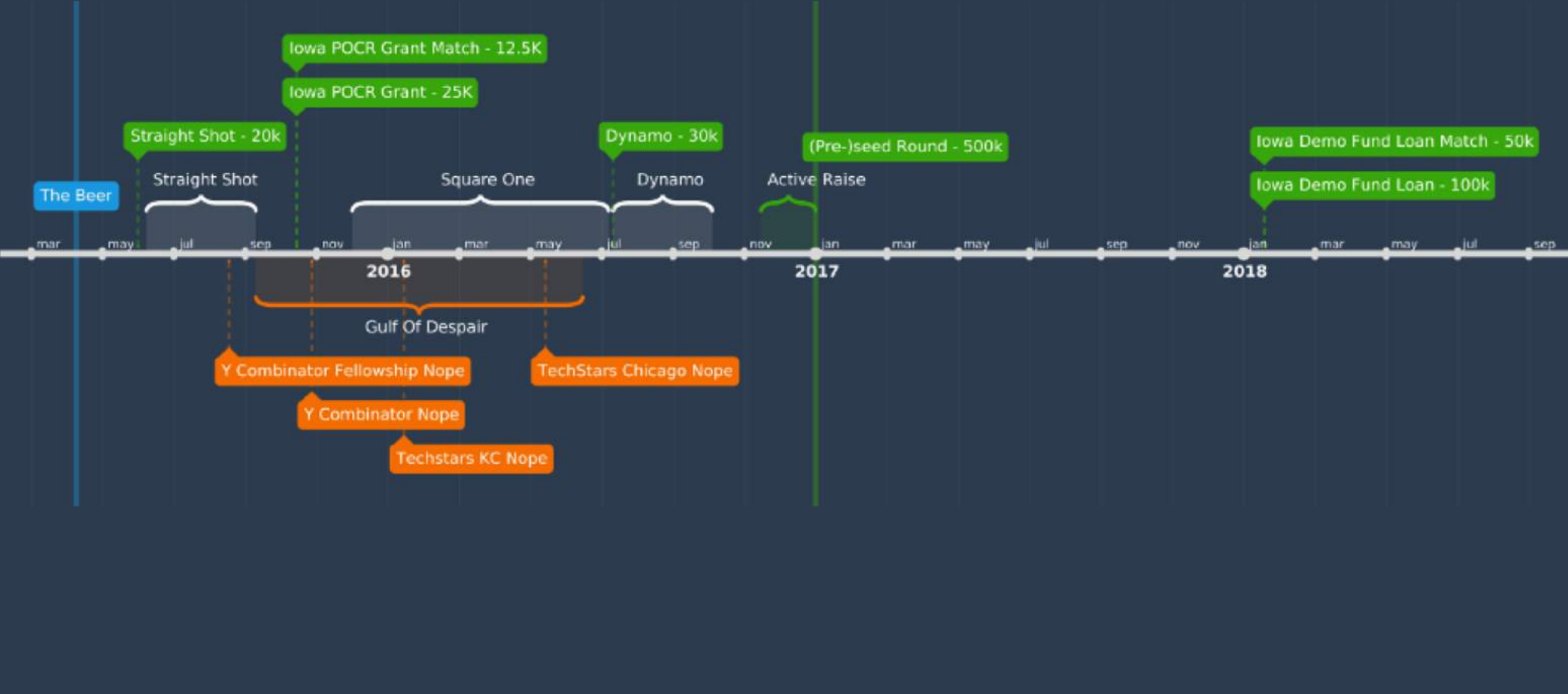
Dynamo

These people get us...



DYNAMO

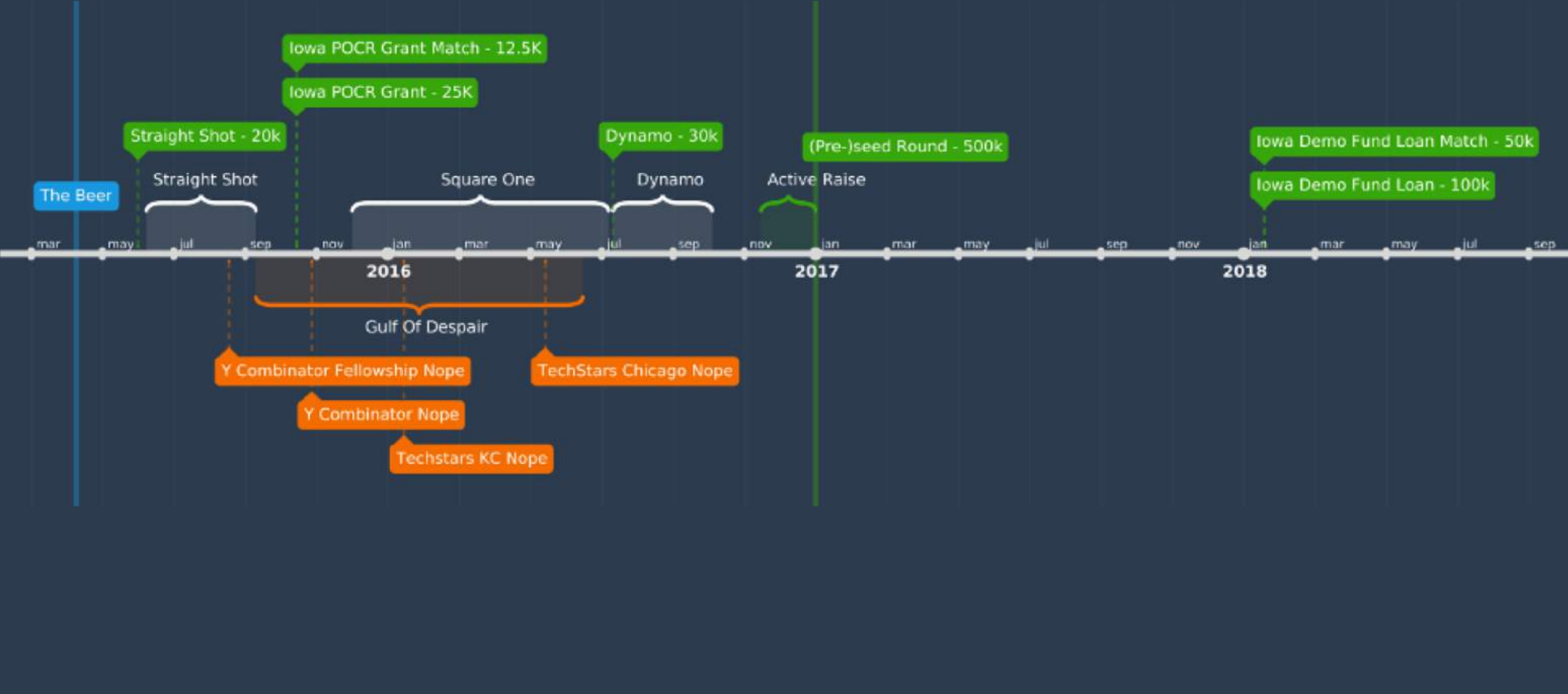
Investment



The Real Raise

Done > Perfect

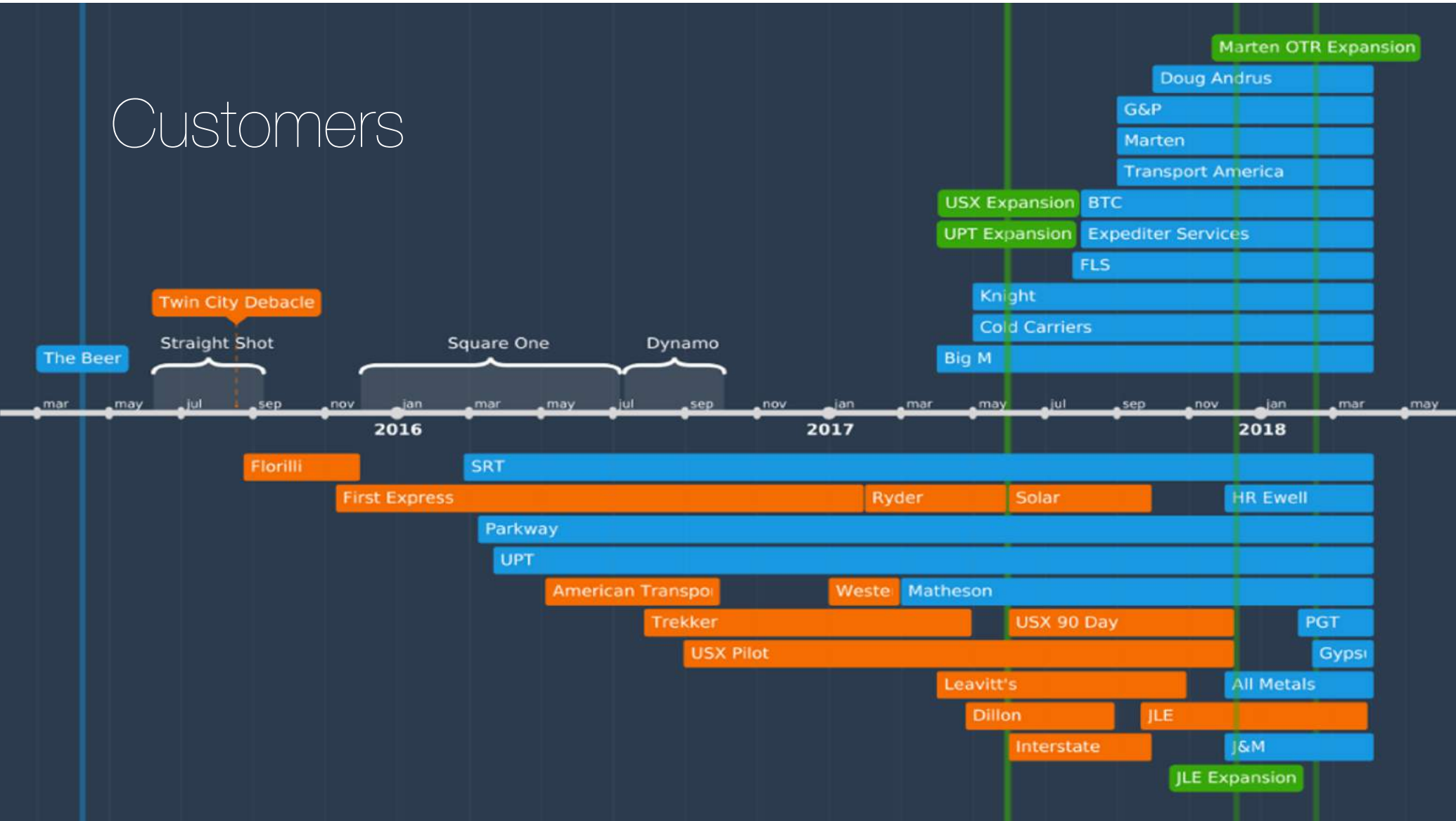
Investment



The Grind

Try to turn dollars into many more dollars.

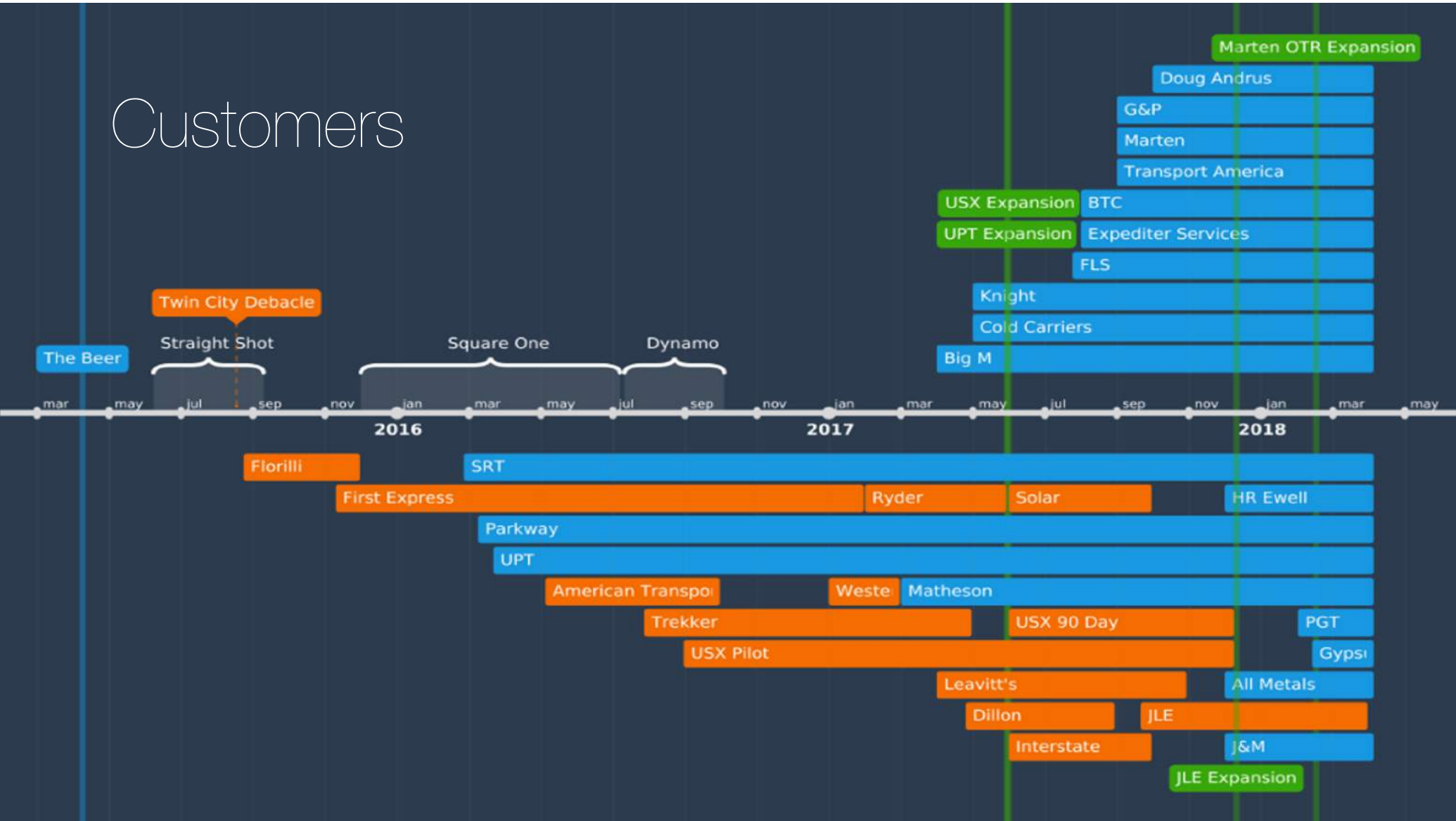
Customers



The Twin City Debacle



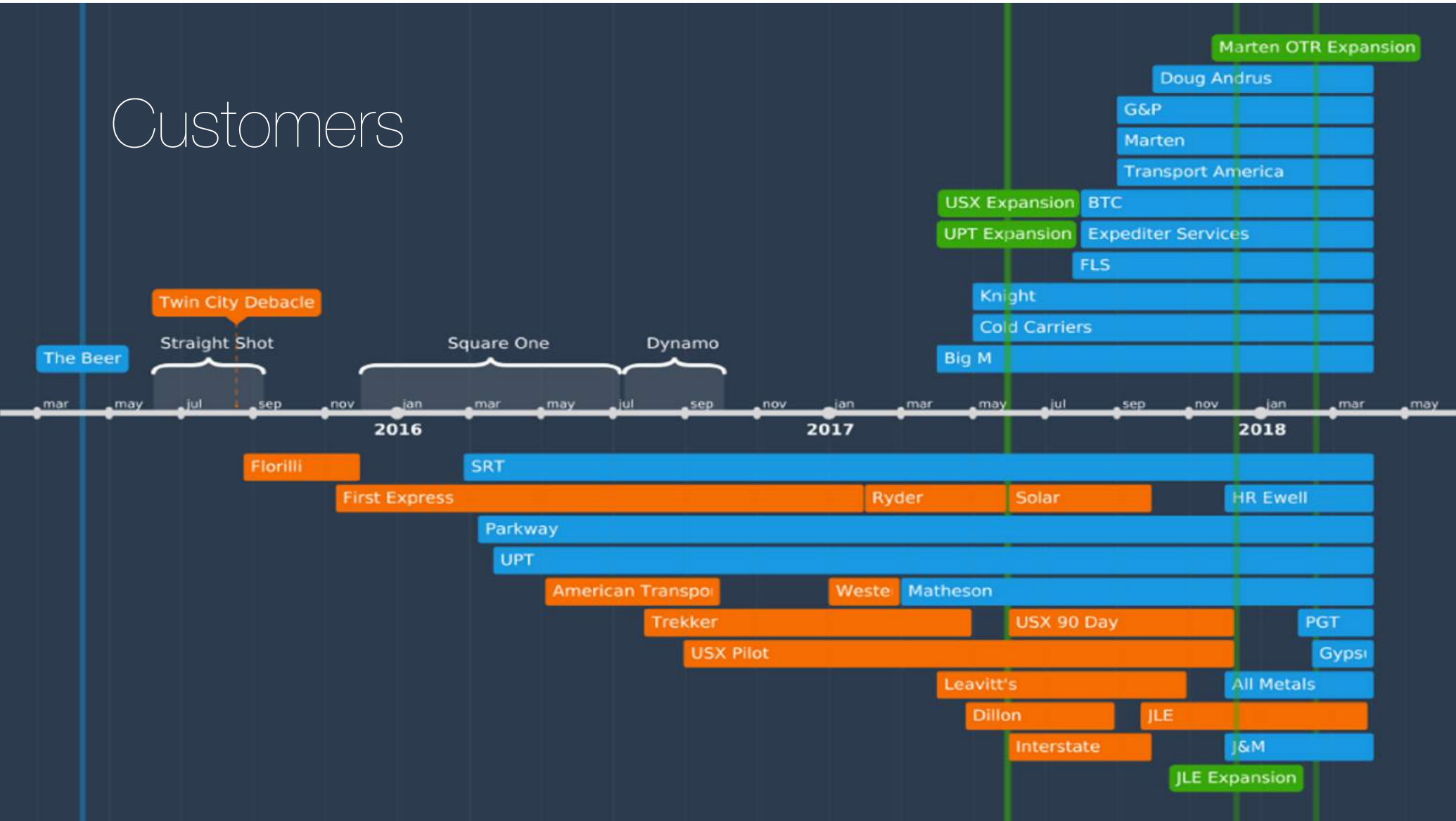
Customers



Don't work for free.

People don't value free.

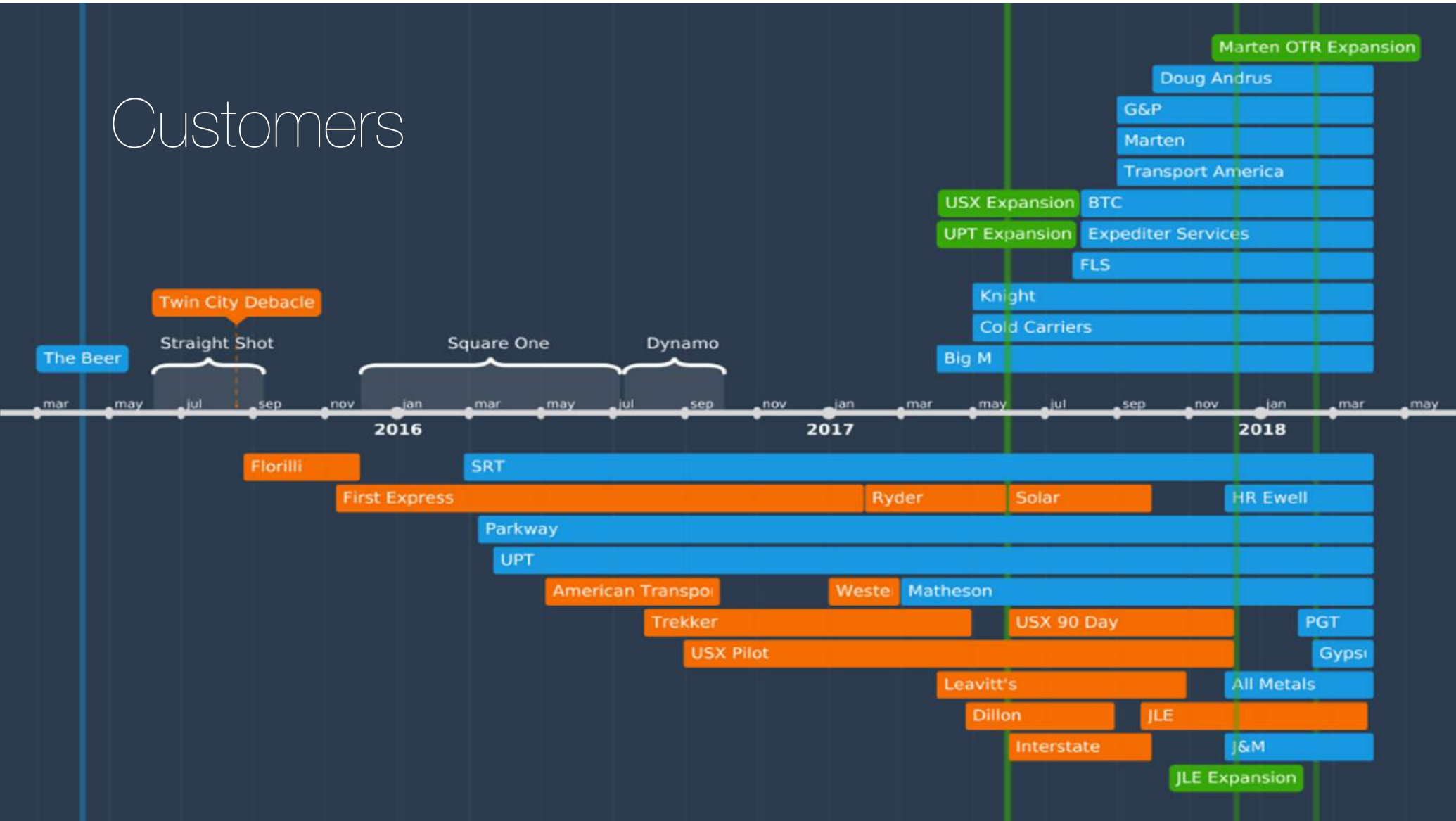
Customers



The first five are the hardest to get.

There's nothing to do but fight harder.

Customers

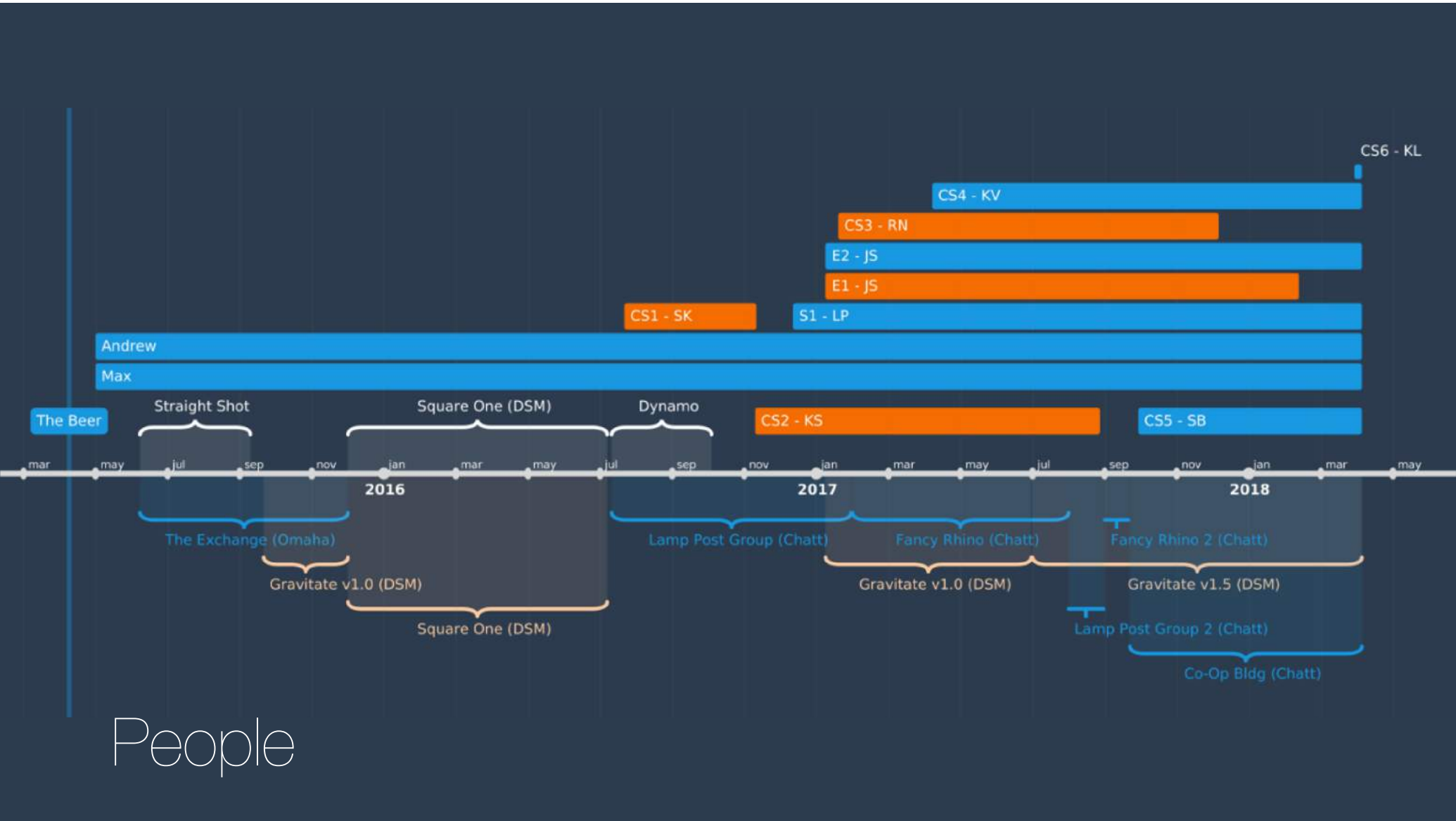


Looking for product-market fit.

Product-Market fit means an average sales person can sell an average customer.

Because,

Founders don't scale.

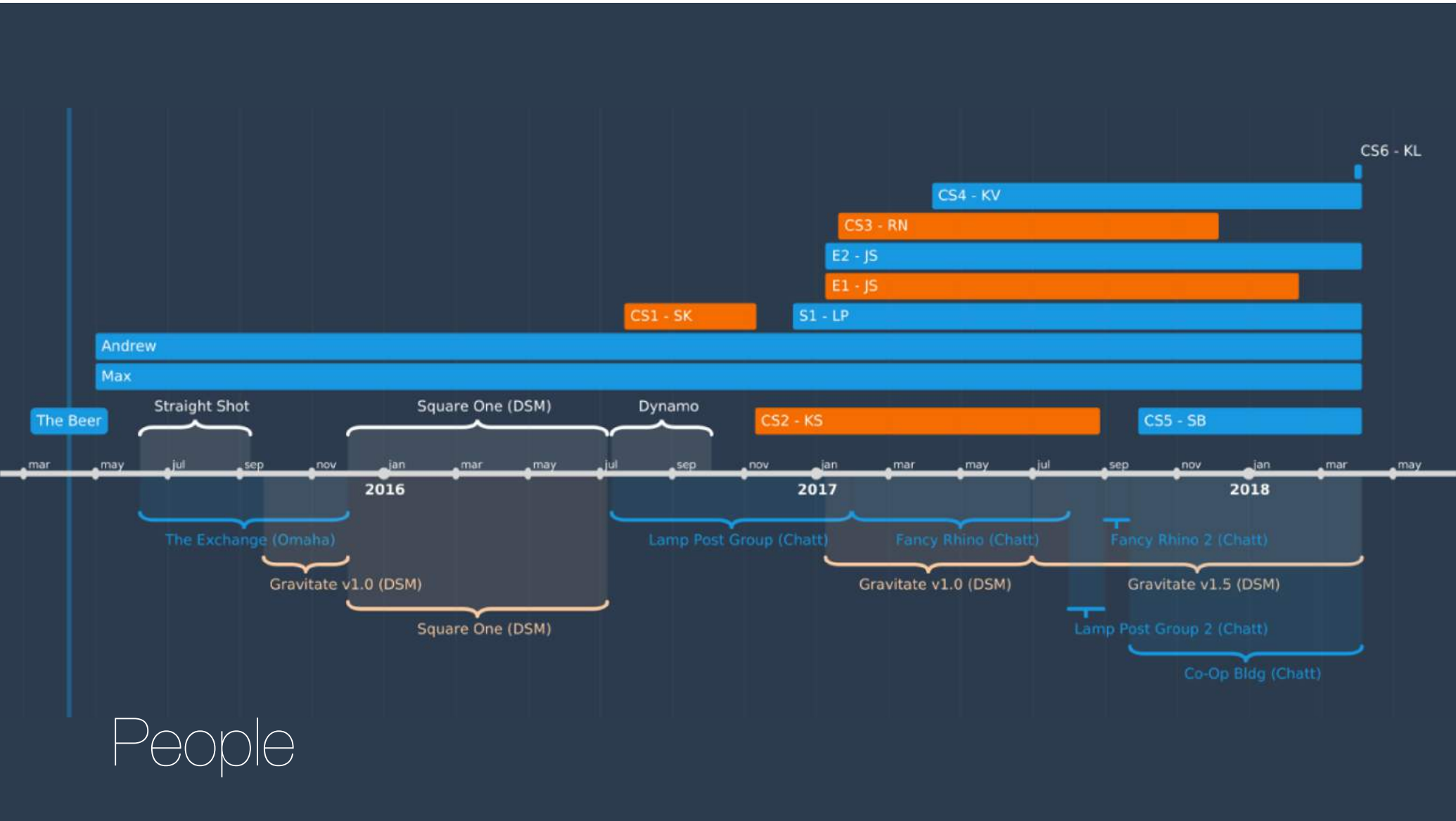


People

The Hustle

...

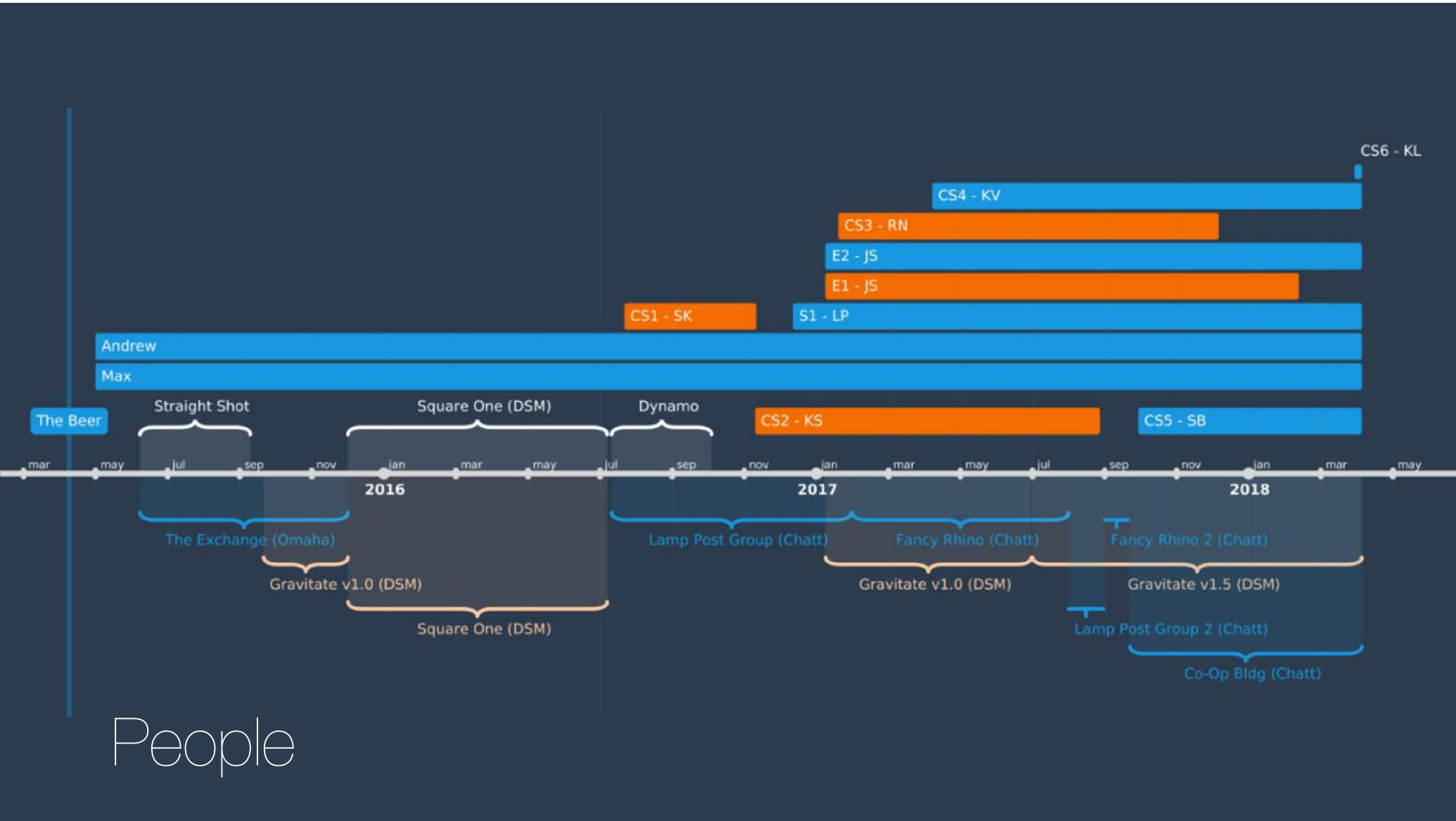




People

Little help over here?

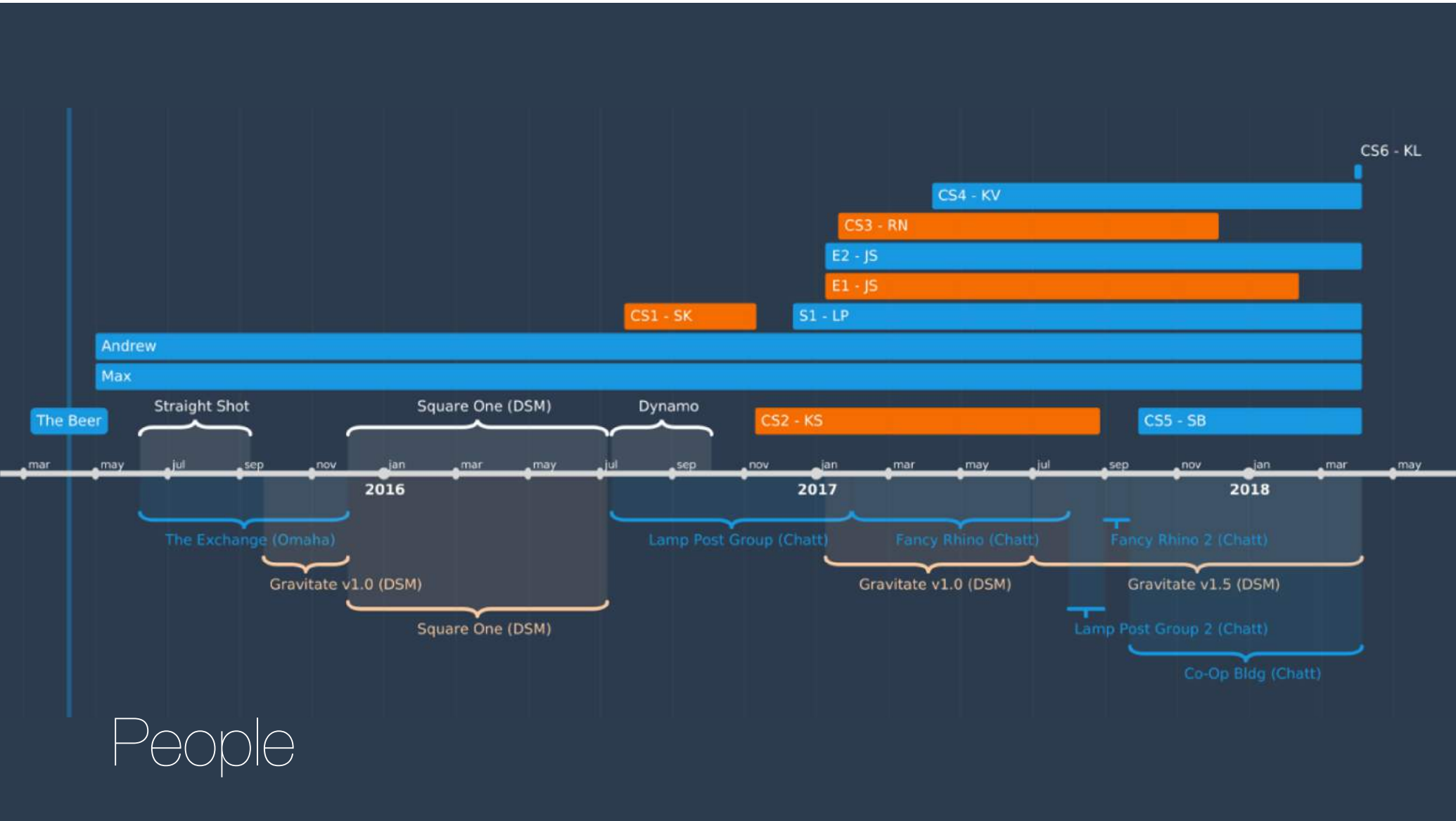




People

Hiring is hard.

Like, OMG. HARD.



People

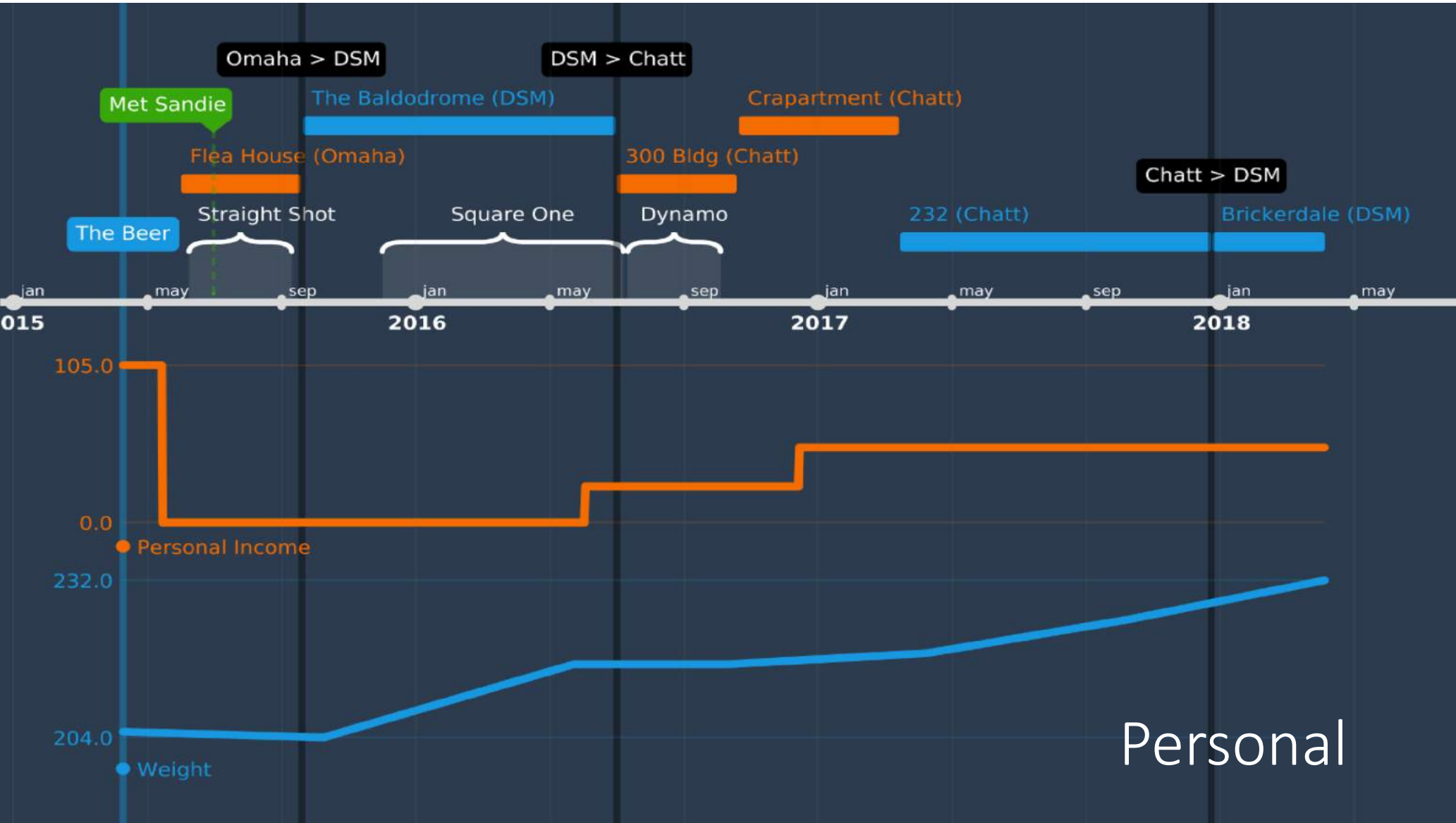
Firing is worse.

So much worse.

But it makes your team stronger.

**“Entrepreneurship is
the price you pay for
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-Paul Singh (*maybe?*)



The Stats.

2 accelerators

1 incubator

3 cities

6 moves*

3 infestations

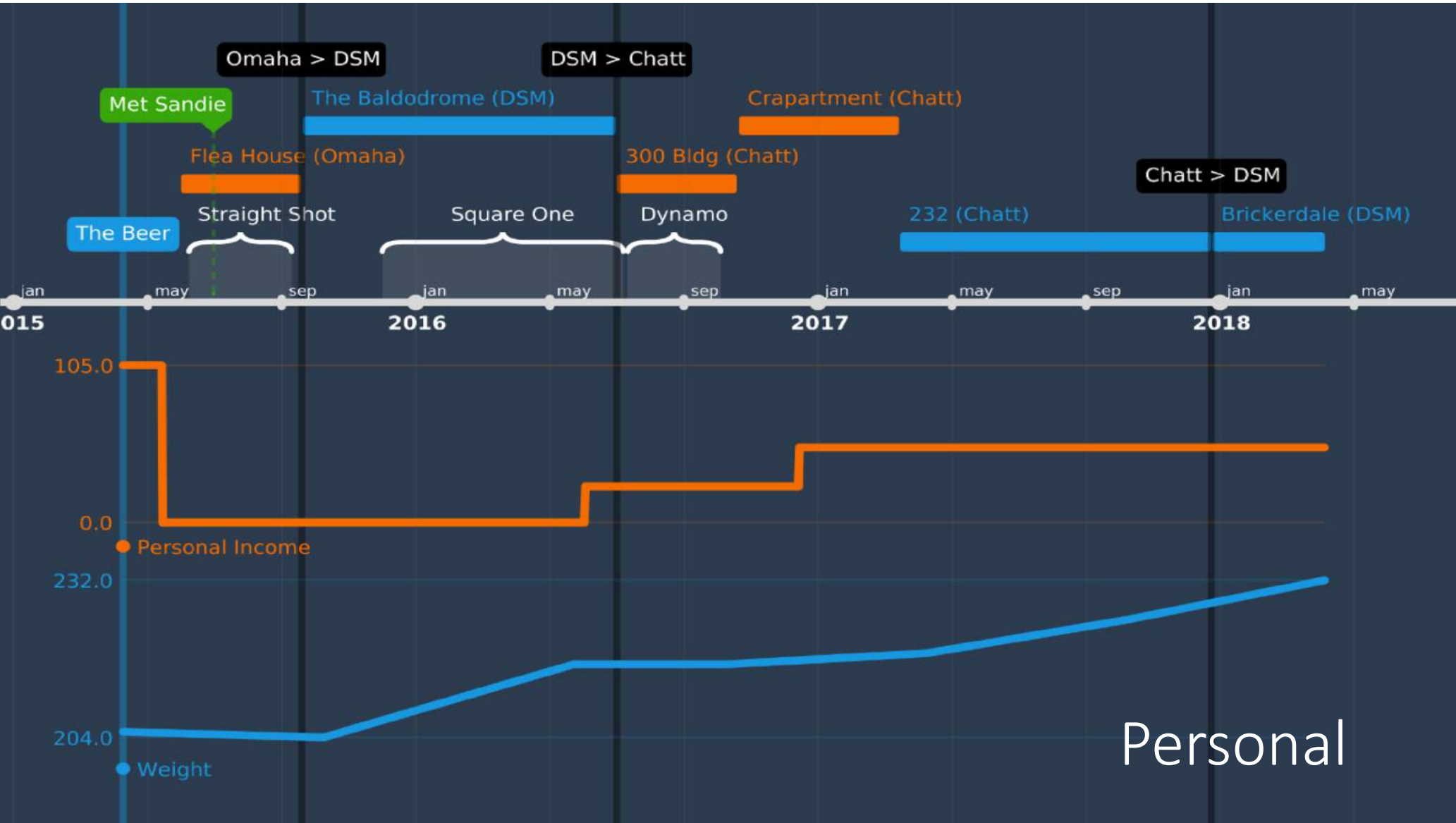
-53% salary*

+28 pounds

-1 friend

+1 significant other





This is what we've become...



