

**LIKE FATHER,
LIKE SON**
Ravikant, co-founder
and CEO of AngelList,
enjoys a moment
alone with his infant
son, Neo, at home in
San Francisco.



TRACKED

NAVAL RAVIKANT

The AngelList co-founder is mastering a future-focused industry by living in the present.

BY STINSON CARTER PHOTOGRAPHY BY KYLE JOHNSON

AS A FIXTURE of the Silicon Valley start-up scene, Naval Ravikant, 42, was a seed investor in high-profile companies like Uber and Twitter and has advised burgeoning entrepreneurs in the initial stages of companies like Postmates and countless others. He has a long, successful track record, having started the consumer review site Epinions in 1999 and the classified-ad marketplace Vast in 2003. Most recently, he co-founded AngelList, an investing and recruiting platform that has become one of the world's largest sources of seed funding for tech start-ups as well as the industry's largest job marketplace. By connecting early-stage start-ups with backers from beyond Silicon Valley as well as from within, San Francisco-based AngelList has broken the mold of traditional investment in the tech industry.

Originally an email newsletter that connected entrepreneurs with investors, AngelList was circulated by Venture Hacks, a blog Ravikant and product designer Babak Nivi created in 2007. By 2013, it had evolved into the online funding platform that it is today. On the site, entrepreneurs can solicit funding, and accredited investors can back either an individual start-up or—with a minimum \$100,000 investment—a fund that acquires interests in over 100 start-ups. “For the first time, we are democratizing venture capital,” says Ravikant. Since its founding, \$440 million has flowed into start-ups through AngelList. Its booming job-posting component was launched in 2012. “We had all these start-ups on the site. When start-ups fail, those people look for jobs with other start-ups,” says Ravikant. “Once you work at a start-up, you don’t want to go work for a big company.”

Ravikant’s family immigrated to New York from New Delhi when he was 9. After high school, he studied computer science and economics at Dartmouth. “I wanted to be a scientist, but I needed to make money. Intersect science and money, and you get technology,” he says. Having built his company on the idea of transparency, Ravikant is himself refreshingly open. His personal philosophy is “rational Buddhism,” which means he strives to be “more compassionate, more kind, more honest and not in it for the short term.”

Looking forward, Ravikant wants to make AngelList the largest source of venture funding in the industry; a recent \$400 million seed fund—backed by, among others, CSC Group, a Chinese private equity firm—will further this goal. But he’s quick to add, “I’m just doing my present job as well as I can, and let’s see what happens tomorrow.” >

11:15 a.m.

Ravikant reviews between 100 and 200 emails each morning. "I use keyboard commands to race through them quickly," he says.



12:00 p.m.

An all-hands meeting at the AngelList offices.



1:10 p.m.

Walking to get coffee in San Francisco's Jackson Square neighborhood, where AngelList is headquartered.



4:14 p.m.

Ravikant's monthly check-in with Ryan Breslow, the 22-year-old CEO and co-founder of Bolt, an internet payment platform.



5:45 p.m.

At AngelList, the office fridge is always well stocked. Complimentary weekly acupuncture and massage sessions are also available.



6:22 p.m.

Ravikant and his co-workers play Super Smash Bros. on the company's Nintendo Wii U.



7:30 p.m.

At Izakaya Rintaro with Elad Gil (center), an investor in start-ups such as Pinterest and Airbnb, and Patrick Collison (right), CEO of Stripe.

1 hour

The amount of time Ravikant reads each night before bed. His current list includes *The Lessons of History* by Will and Ariel Durant and *Pre-Suasion* by Robert Cialdini.

8

Armani hoodies

The wardrobe of black silk-cashmere sweaters that are part of Ravikant's standard uniform. "I don't wear logos," he says.

50

employees

The approximate size of the AngelList staff, located in five cities: San Francisco, New York, Berlin, New Delhi and London.

.1

cent

The amount Ravikant estimates he receives from every Uber ride taken.

400+

companies

The number of firms that have signed up for AngelList's premium recruiting services.

\$390,000

The average amount of seed funding that start-ups raise through AngelList.

6

Wii U controllers

The set of devices for playing Super Smash Bros., the game of choice at AngelList's San Francisco office.

1,035

companies

The number of businesses that have received funding via AngelList.

3.9

million

The number of people who have profiles on AngelList. ●