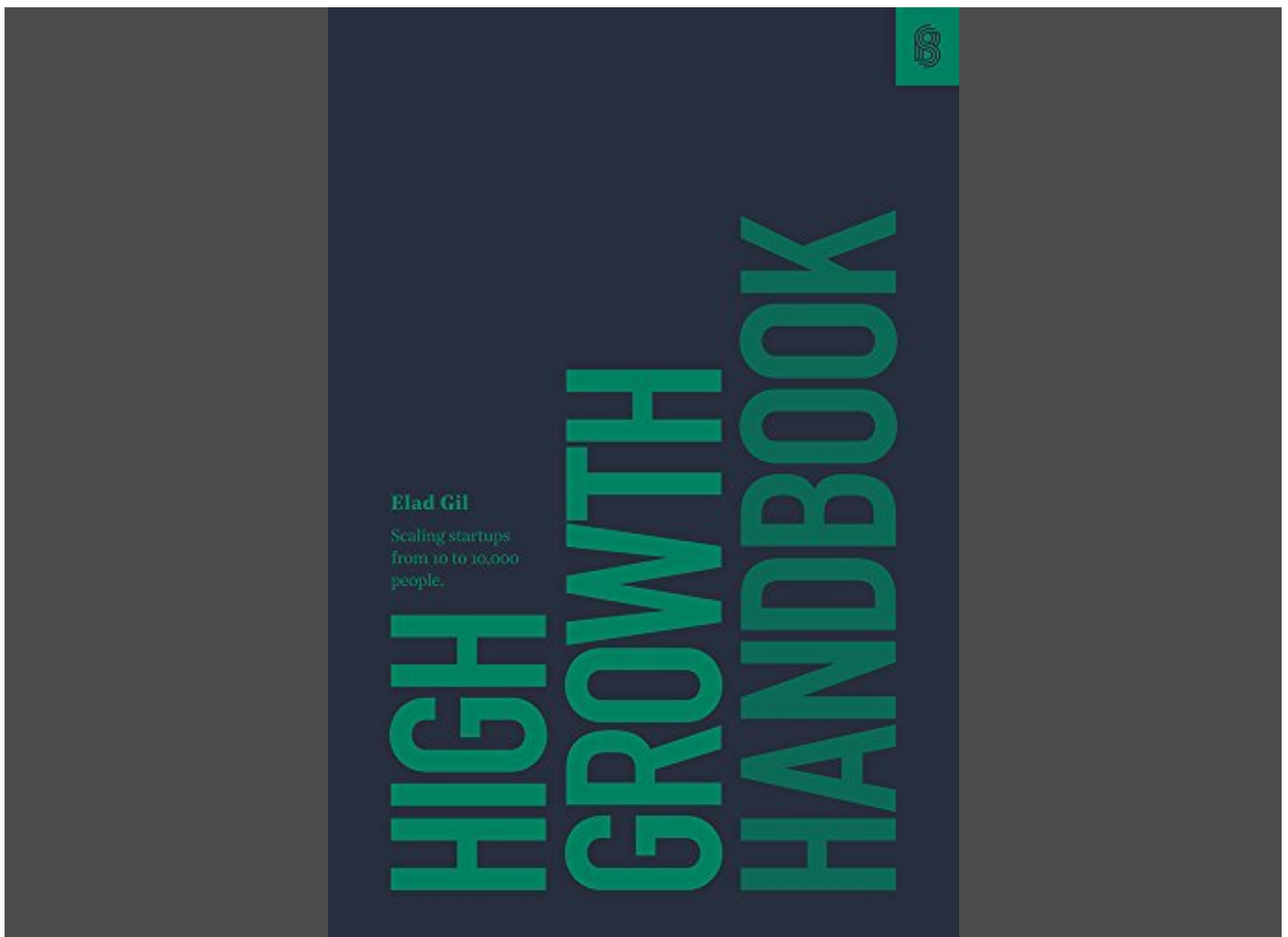


PDF | High Growth Handbook

by Elad Gil



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Well known technology executive and angel investor Elad Gil has worked with high growth tech companies like Airbnb, Twitter, Google, Instacart, Coinbase, Stripe, and Square as they've grown from small companies into global brands. Across all of these break-out companies, a set of common patterns has evolved into a repeatable playbook that Gil has codified in High Growth Handbook.

Covering key topics including the role of the CEO, managing your board, recruiting and managing an executive team, M&A, IPOs and late stage funding rounds, and interspersed with over a dozen interviews with some of the biggest names in Silicon Valley including Reid Hoffman (LinkedIn), Marc Andreessen (Andreessen Horowitz), and Aaron Levie (Box), High Growth Handbook presents crystal clear guidance for navigating the most complex challenges that confront leaders and operators in high-growth startups.

In what Reid Hoffman, cofounder of LinkedIn and co-author of the #1 NYT bestsellers *The Alliance* and *The Startup of You* calls "a trenchant guide," High Growth Handbook is the playbook for turning a startup into a unicorn.

"Elad Gil is one of Silicon Valley's seriously knowledgeable and battle-tested players. If you want the chance to turn your startup into the next Google or Twitter, then read this trenchant guide from someone who played key roles in the growth of these companies."

- Reid Hoffman, co-founder of LinkedIn, co-author of the #1 NYT bestsellers "The Alliance" and "The Startup of You," and host of the podcast *Masters of Scale*

"Elad eschews trite management aphorisms in favor of pragmatic and straight-shooting insights on complex topics like managing a board of directors, executing functional re-organizations with as little trauma as possible, and everything in-between."

- Dick Costolo, former CEO of Twitter and serial entrepreneur

"Elad first invested in Airbnb when we were less than 10 people and provided early advice on scaling the company. This book shares these learnings for the next generation of entrepreneurs."

- Nathan Blecharczyk, co-founder of Airbnb, Chief Strategy Officer, and Chairman of Airbnb China

"Elad jam-packs every useful lesson about building and scaling companies into a single, digestible book. My only gripe is that he didn't write this when we were in the early days of Box as it would have saved my ass countless times."

-Aaron Levie, cofounder and CEO of Box



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