

Disrupted

DAN LYONS

READ BY THE AUTHOR

“One day the woman who runs PR tells me,

‘I like that idea but I’m not sure it’s 1+1=3 enough.’”

For twenty-five years Dan Lyons was a magazine writer at the top of his profession—until one Friday morning when he received a phone call: Poof. His job no longer existed. “I think they just want to hire younger people,” his boss at *Newsweek* told him. Fifty years old and with a wife and two young kids, Dan was, in a word, screwed. Then an idea hit. Dan had long reported on Silicon Valley and the tech explosion. Why not join it? HubSpot, a Boston start-up, was flush with \$100 million in venture capital. They offered Dan a pile of stock options for the vague role of “marketing fellow.” What could go wrong?

HubSpotters were true believers: They were making the world a better place . . . by selling email spam. The office vibe was frat house meets cult compound: The party began at four thirty on Friday and lasted well into the night; “shower pods” became hook-up dens; a push-up club met at noon in the lobby, while nearby, in the “content factory,” Nerf gun fights raged. Groups went on “walking meetings,” and Dan’s absentee boss sent cryptic emails about employees who had “graduated” (read: been fired). In the middle of all this was Dan, exactly twice the age of the average HubSpot employee, and literally old enough to be the father of most of his co-workers, sitting at his desk on his bouncy-ball “chair.”

Mixed in with Lyons’s uproarious tale of his rise and fall at HubSpot is a trenchant analysis of the start-up world, a de facto conspiracy between those who start companies and those who fund them, a world where bad ideas are rewarded with hefty investments, where companies blow money lavishing perks on their post-collegiate workforces, and where everybody is trying to hang on just long enough to reach an IPO and cash out.

With a cast of characters that includes devilish angel investors, fad-chasing venture capitalists, entrepreneurs and “wantrapreneurs,” bloggers and brogrammers, social climbers and sociopaths, *Disrupted* is a gripping and definitive account of life in the (second) tech bubble.

DAN LYONS is a novelist, journalist, and screenwriter. He is currently a writer for the HBO series *Silicon Valley*. Previously, Lyons was technology editor at *Newsweek* and the creator of the groundbreaking viral blog *The Secret Diary of Steve Jobs*. Lyons has written for the *New York Times Magazine*, *GQ*, *Vanity Fair*, and *Wired*. He lives in Winchester, Massachusetts. www.realdanlyons.com



Playing time: 9.5 hrs • Unabridged

© 2016 by Dan Lyons. All rights reserved. Hachette Book Group supports the right to free expression and the value of copyright. The purpose of copyright is to encourage writers and artists to produce the creative works that enrich our culture. The duplicating, uploading, and distribution of this book without permission is a theft of the author’s intellectual property. If you would like permission to use material from the book (other than for review purposes), please contact permissions@hbgusa.com. Thank you for your support of the author’s rights. © 2016 by Hachette Audio. All rights reserved. © 2016 by Hachette Audio (packaging elements only). A division of Hachette Book Group, 1290 Avenue of the Americas, New York, NY 10104. Manufactured in the U.S.A. Cover design by Christopher Lin. Cover photographs Unicorn © by Getty Images; Man © Alamy.

BLACKSTONE

1-800-621-0182 • www.BlackstoneLibrary.com

PLAYAWAY®

Playaway preloaded audiobooks are the best way to listen, unplugged and uninterrupted.

WWW.PLAYAWAY.COM

© 2016 Playaway. Patented. All rights reserved. Designed in Ohio. Made in China.



PLAYAWAY®

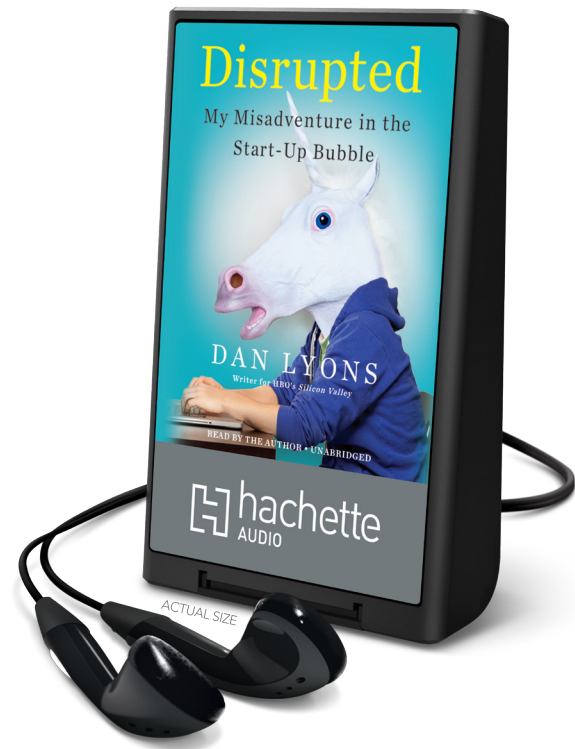
Disrupted



DAN LYONS



hachette
AUDIO



PLAYAWAY®
THE ALL-IN-ONE AUDIOBOOK



PLAYAWAY® and associated logos are registered trademarks of Findaway World, LLC.
31999 Aurora Road, Solon, OH 44139 USA