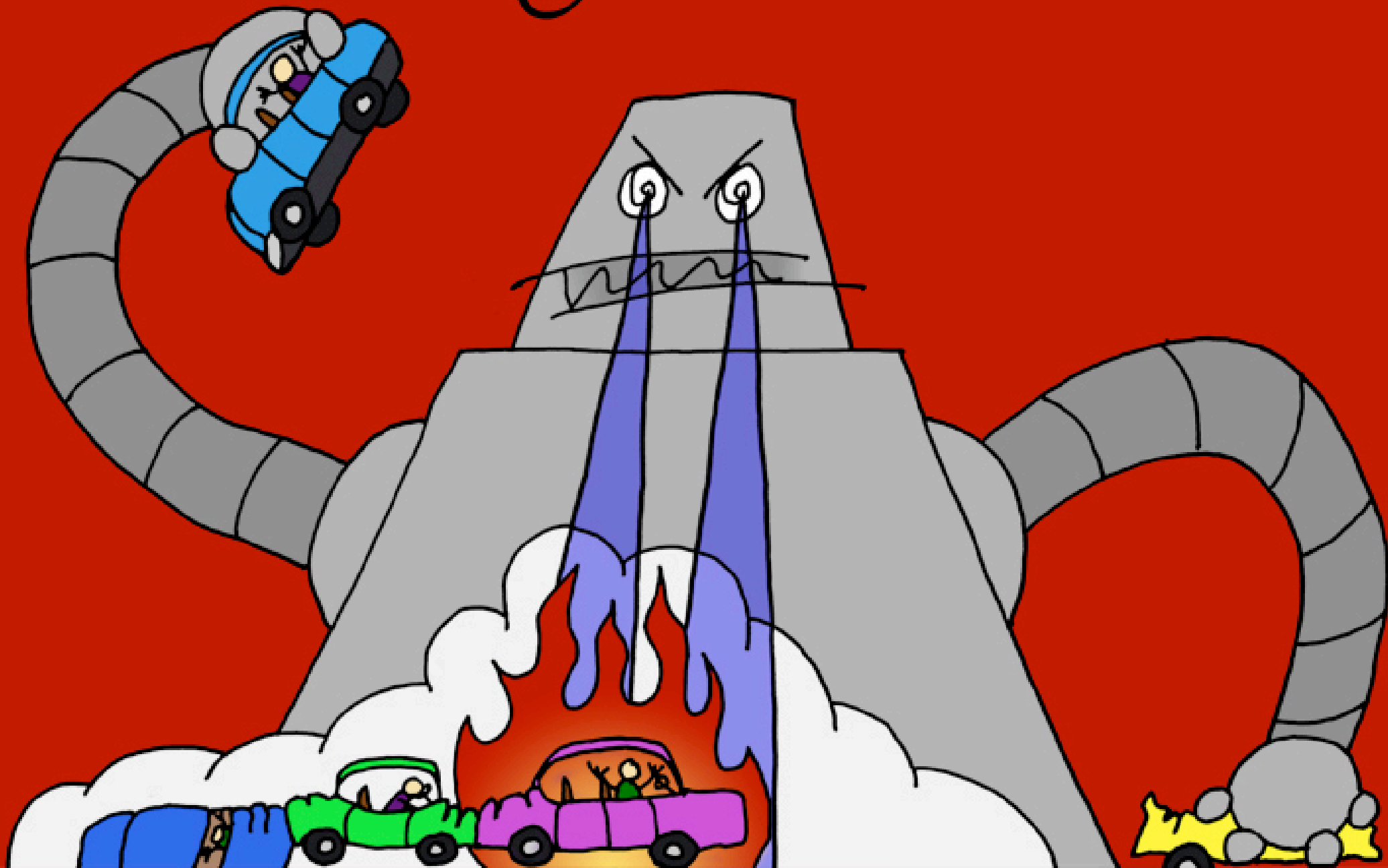


# Fight the Traffic



Chad Fowler

Arkansas

# Music Student





# Computer Support

# Learned System Administration



Learned to  
Code

Read this  
book:

# The Pragmatic Programmer



from journeyman  
to master

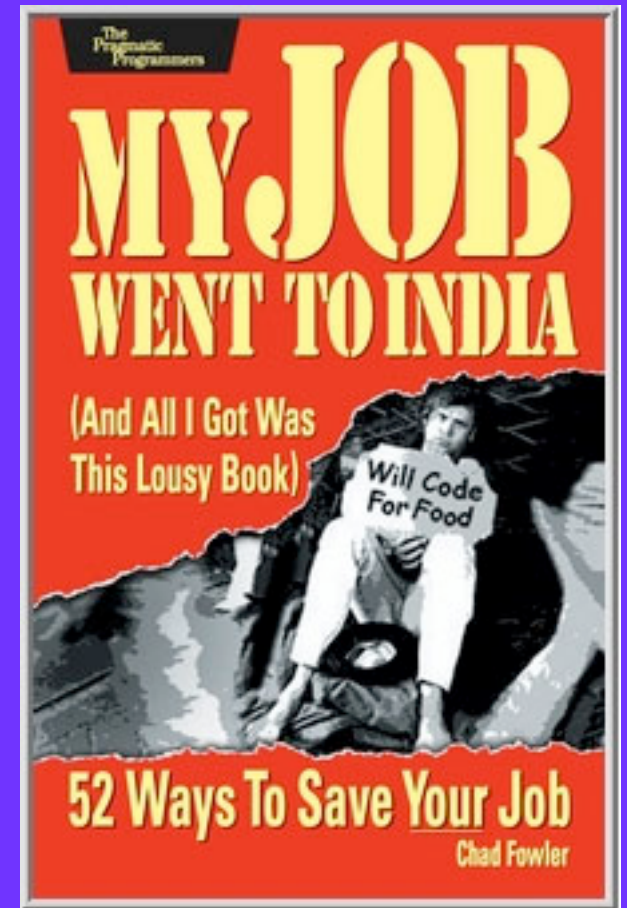
Andrew Hunt  
David Thomas

Decided I wanted  
to Live in India



Decided I Wanted  
to Write a Book

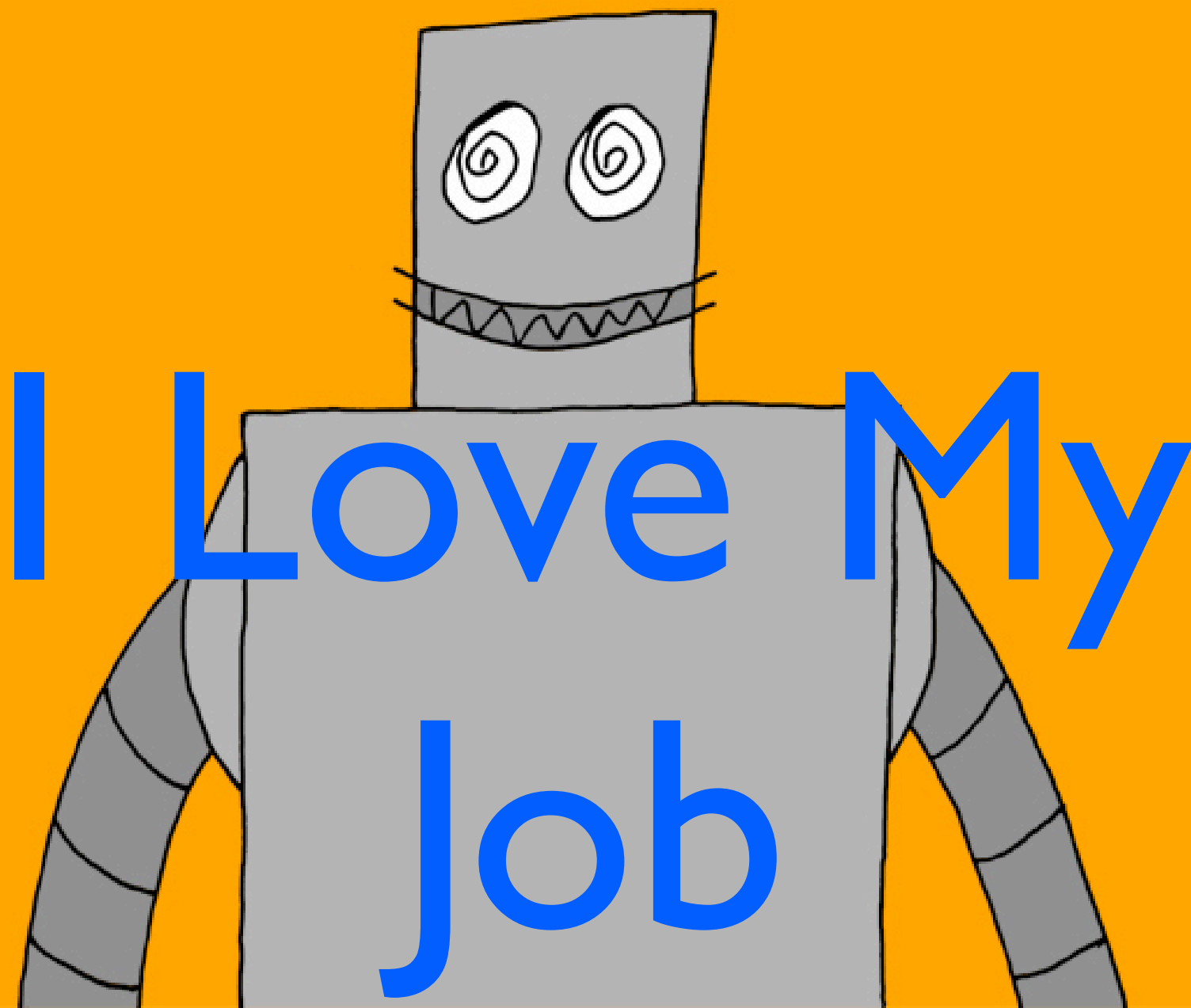
# I Wrote a Book

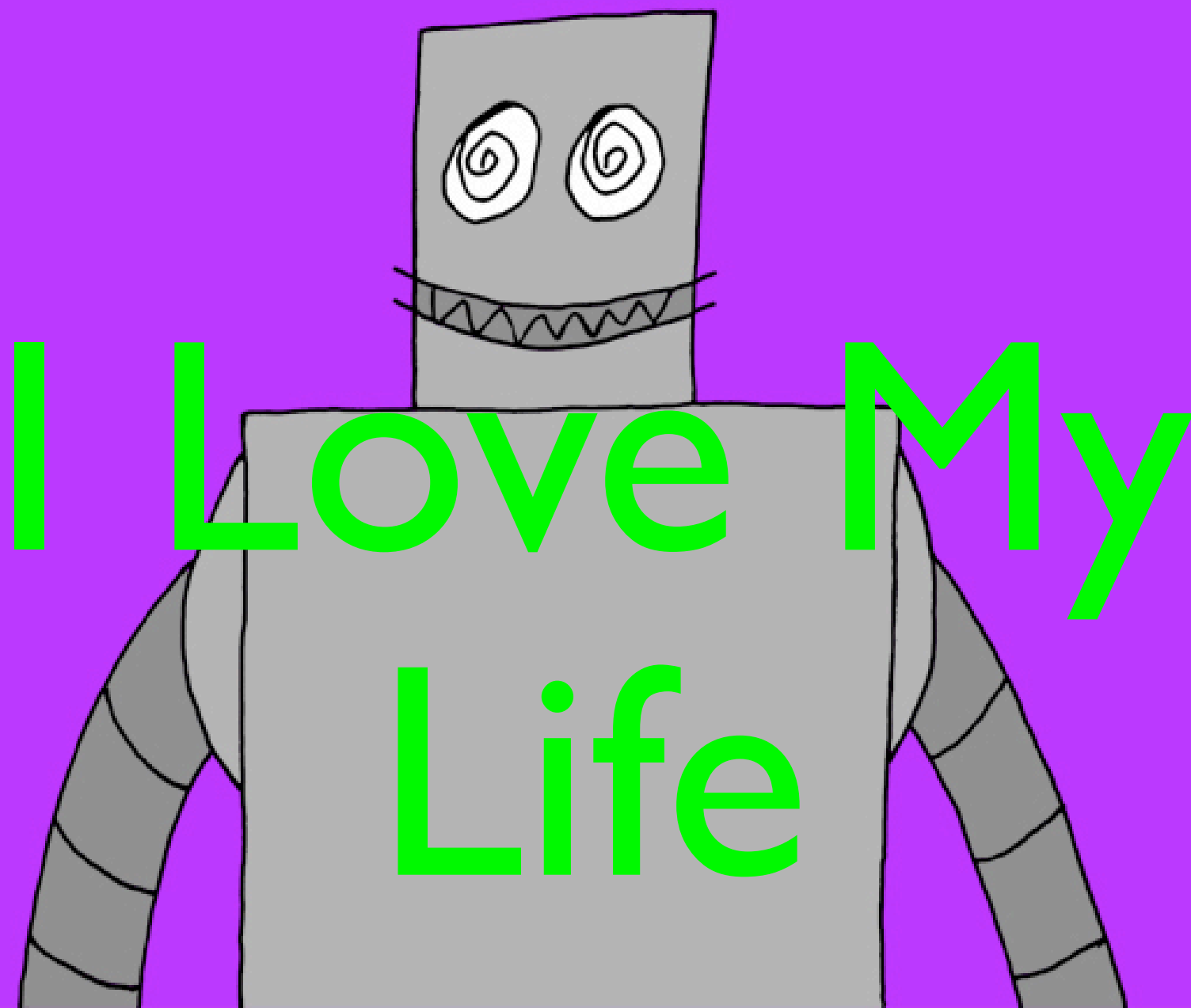


Decided I Wanted  
to Program Ruby  
Full Time





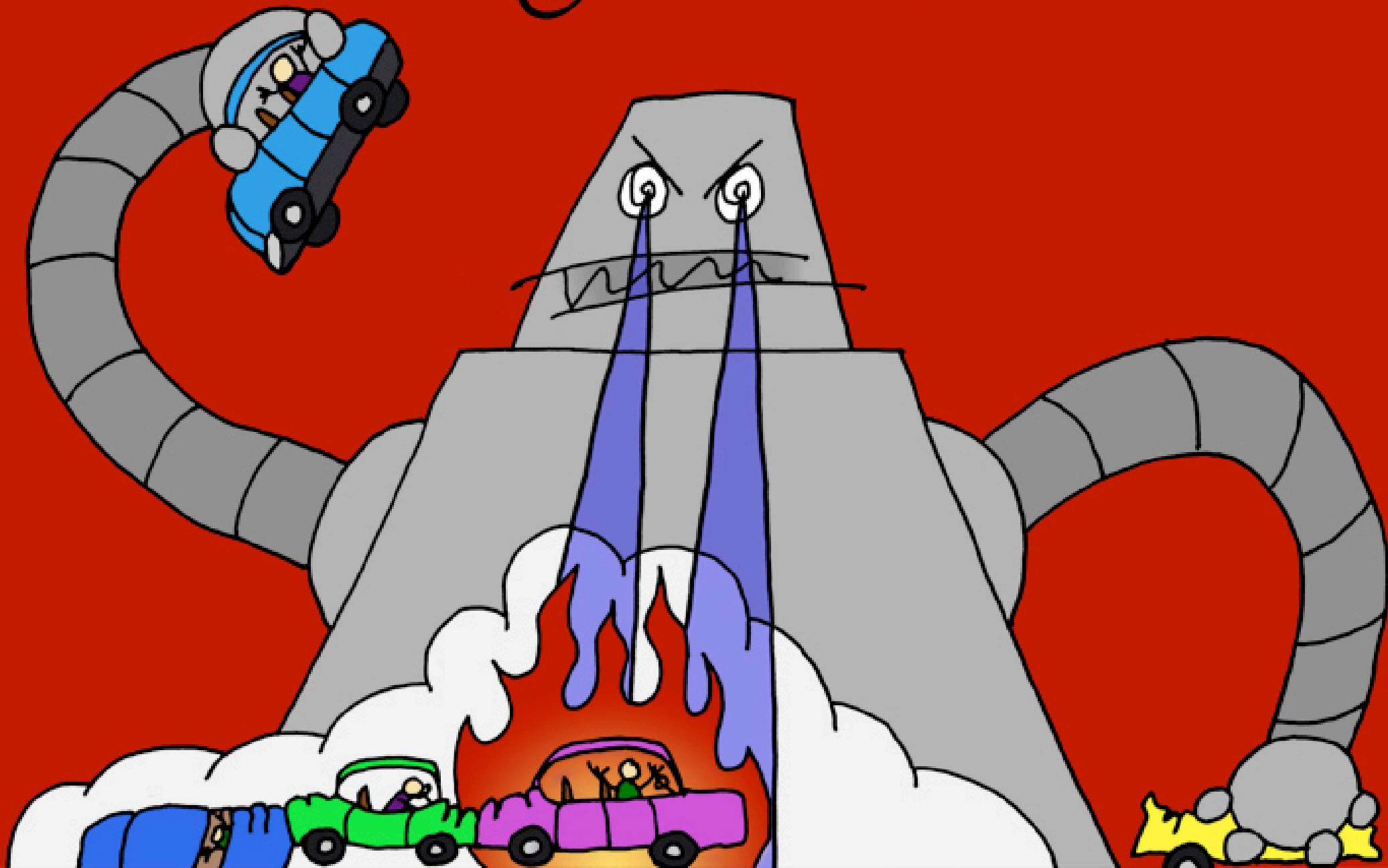




I am totally under-  
qualified to do what  
I do

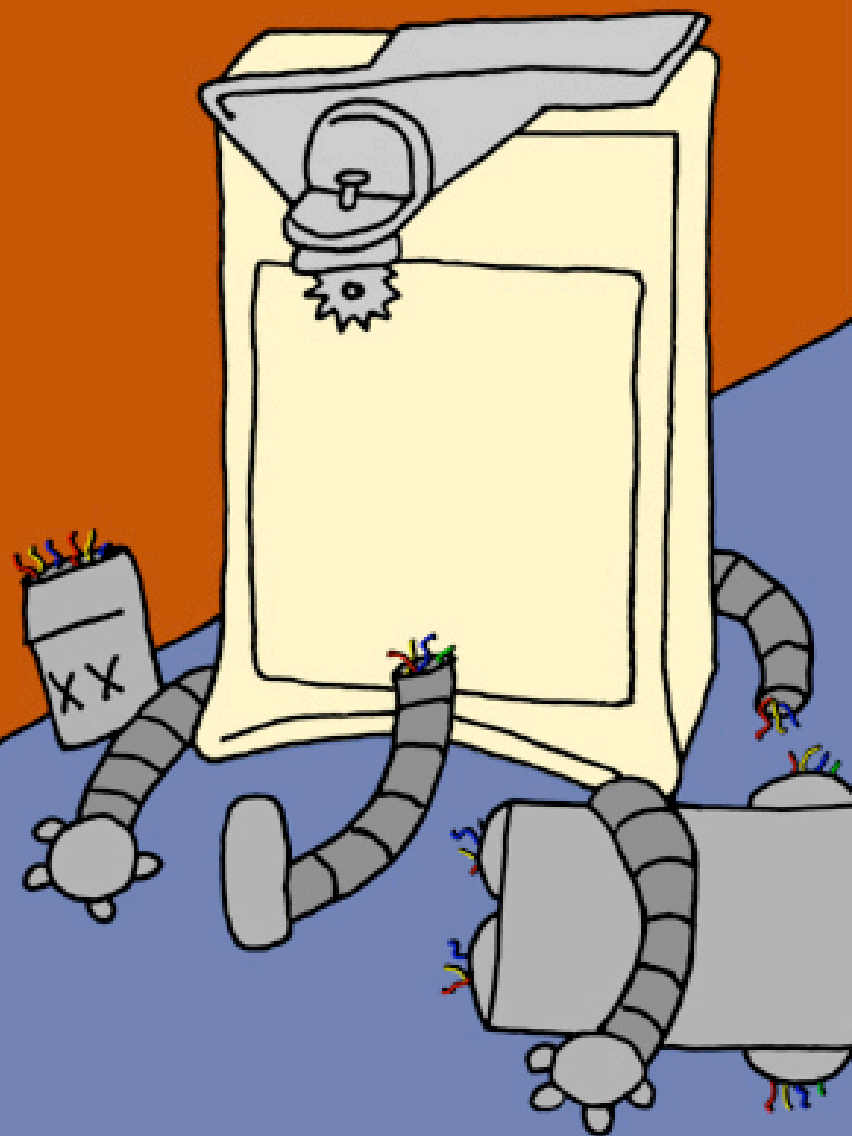
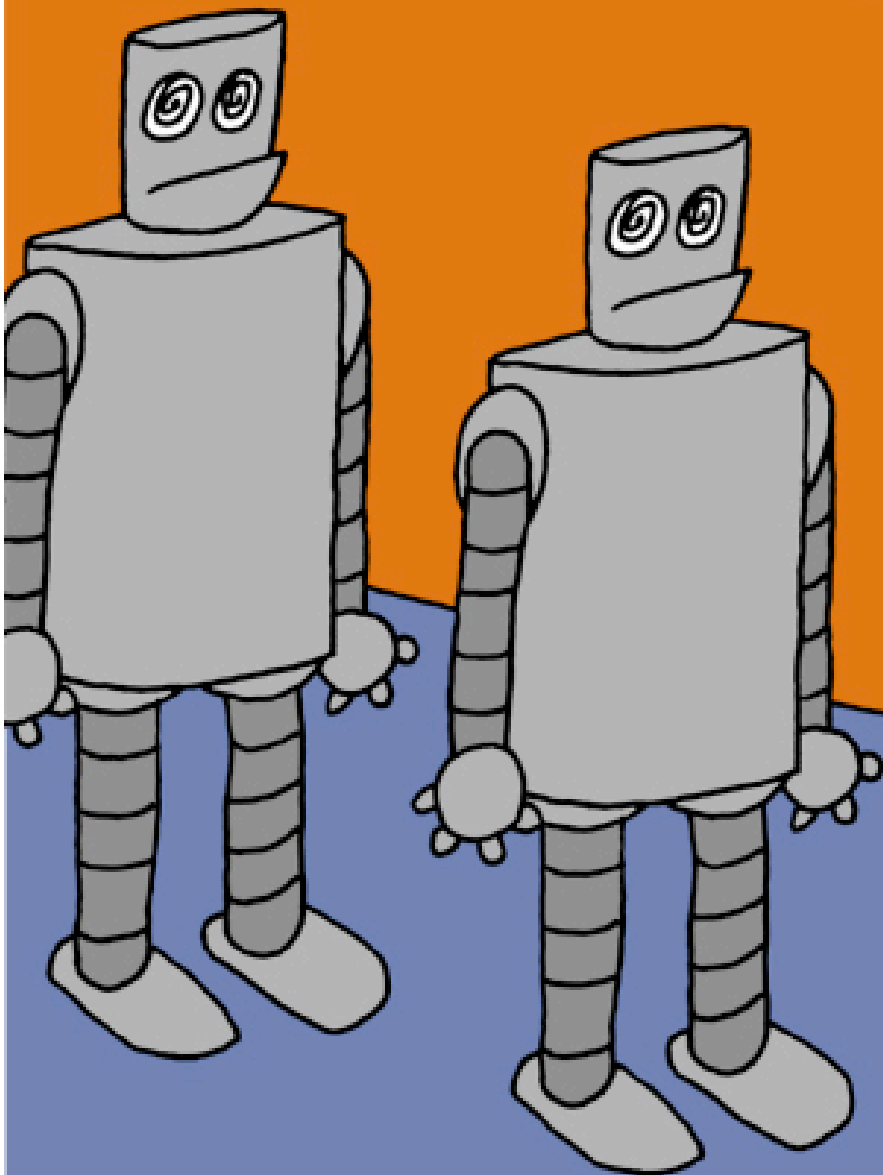
(by conventional standards)

# Fight the Traffic



Lemming Way

Dead End





Software development is...

Construction

Engineering

Manufacturing

Craft

Art

**A Hobby?**

Software development is...

**Business**

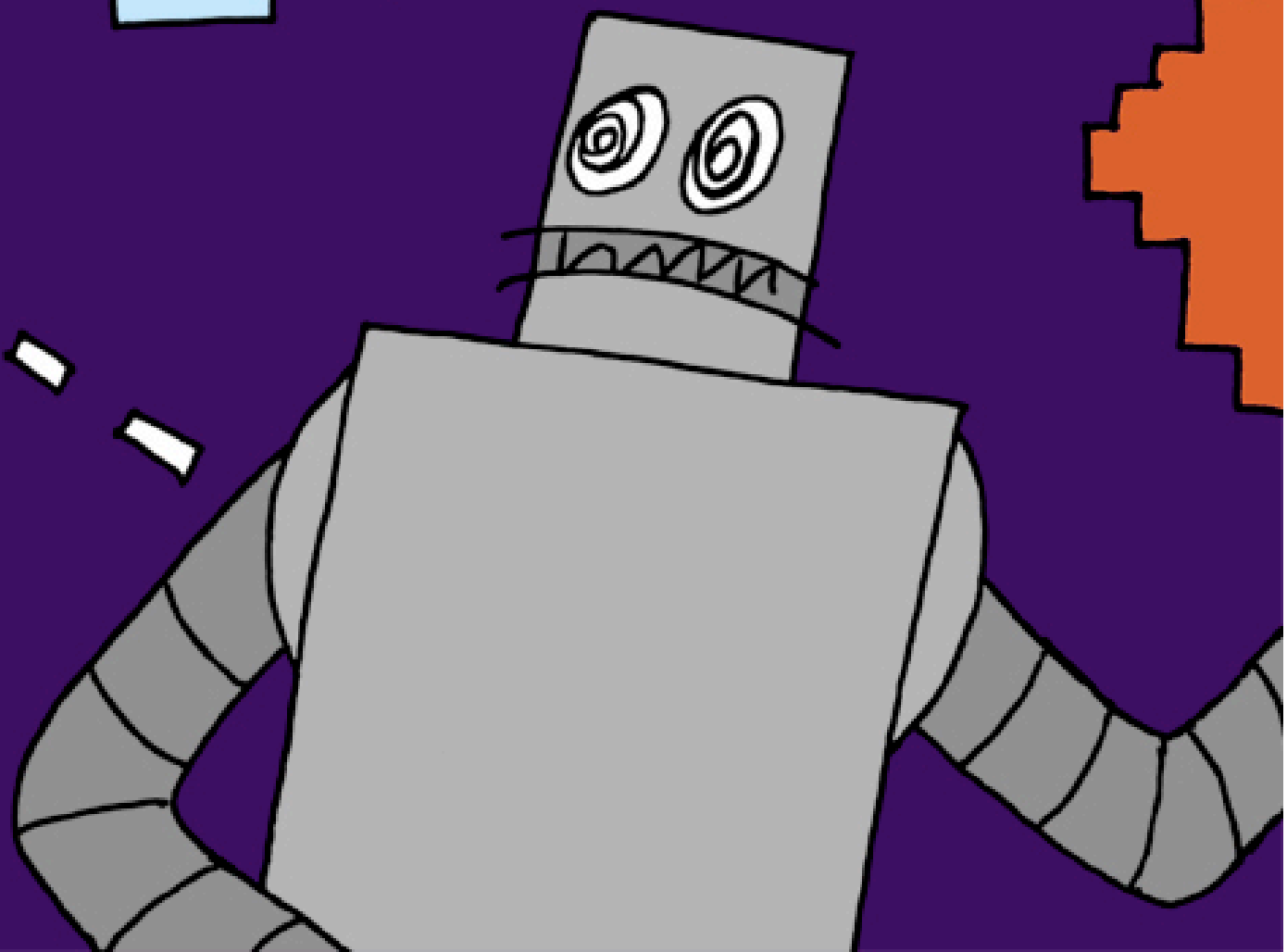
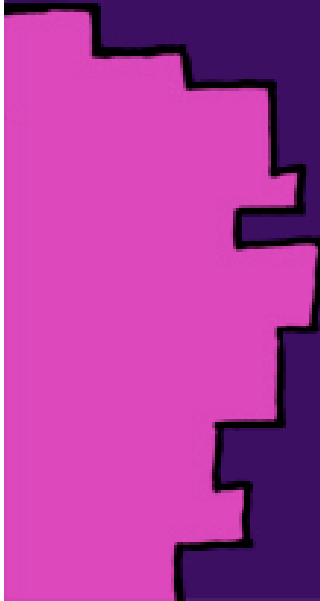
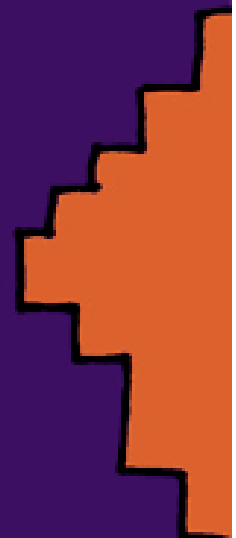
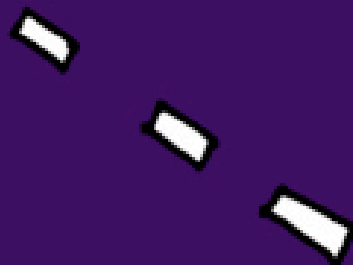
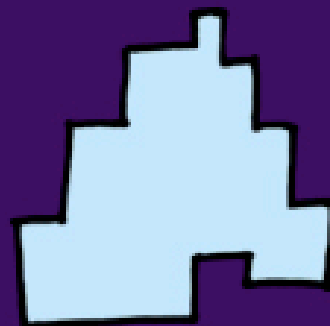


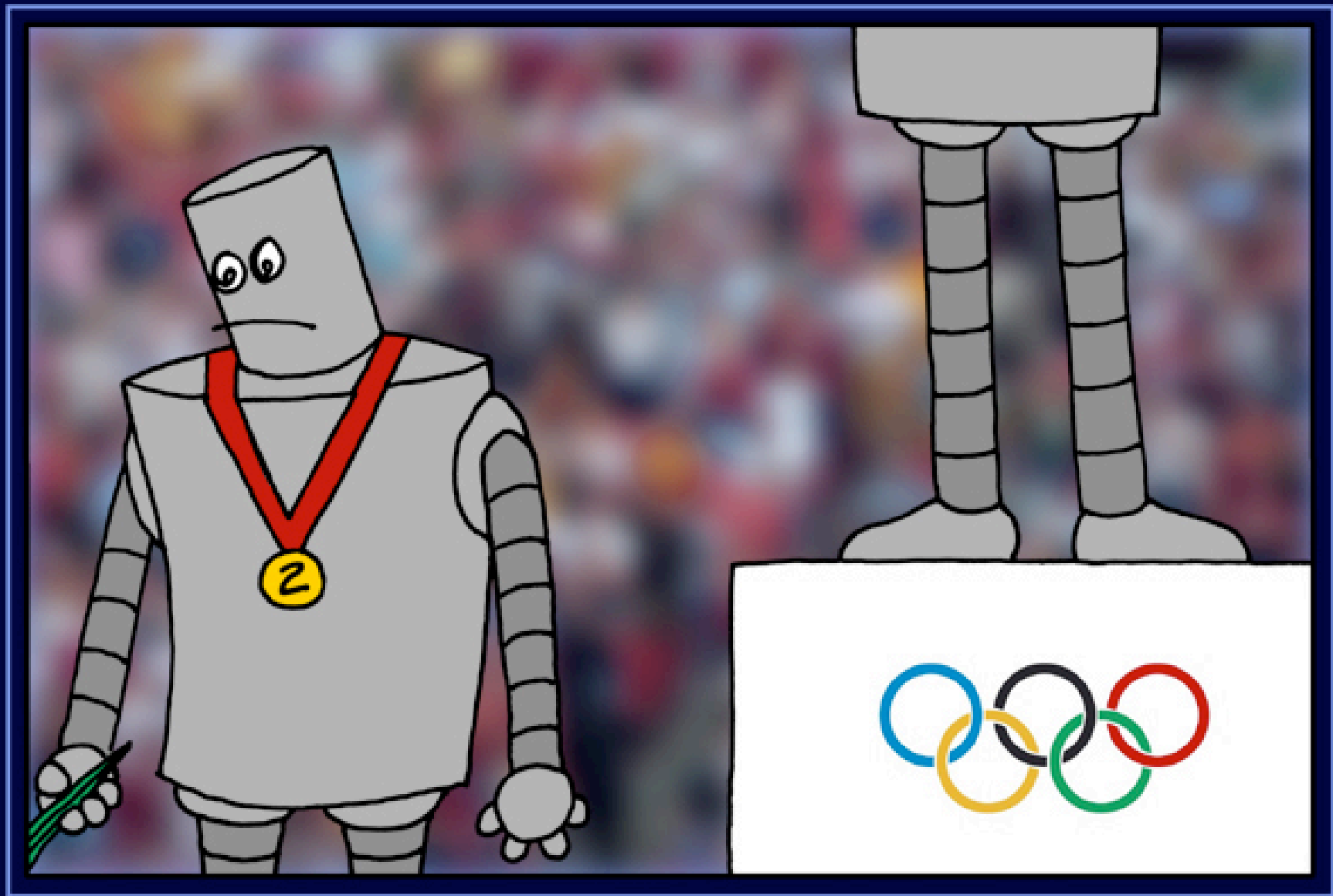
Software development is...

A social  
activity

20

4





# SECOND PLACE

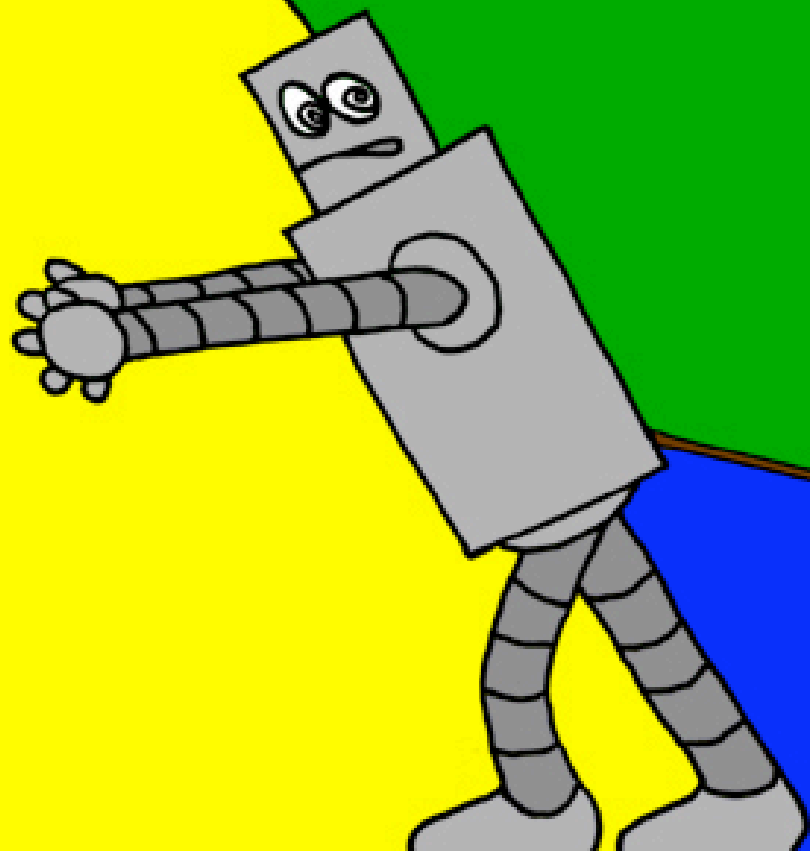
It's really just first loser.

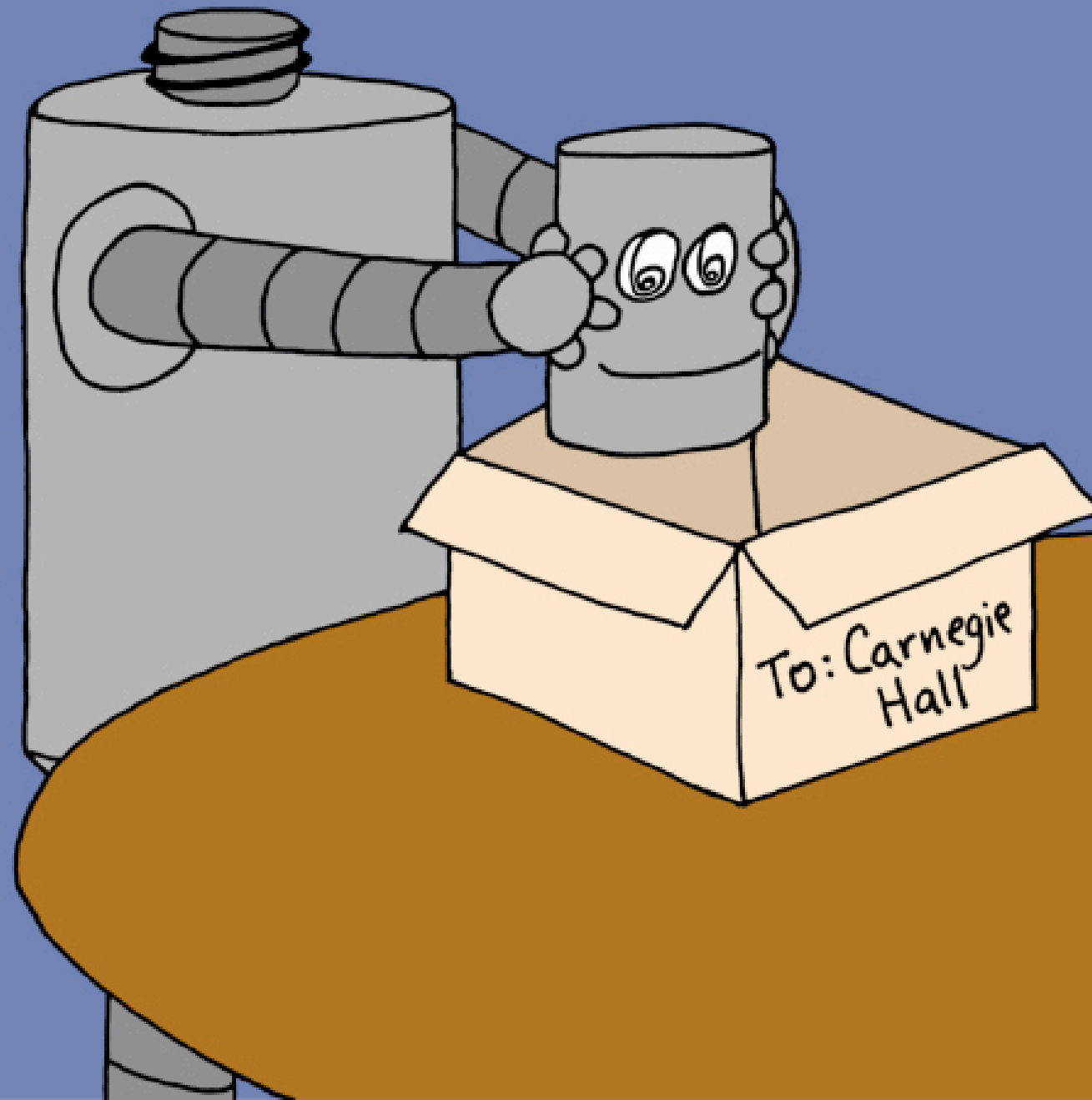


Know Your  
Audience

mainstream market

niche market





How do  
programmers  
practice?



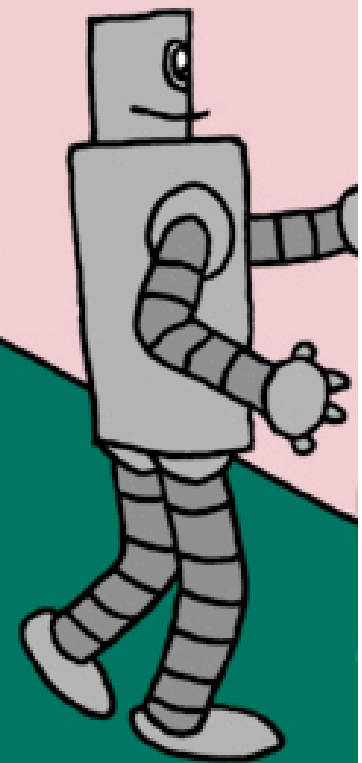
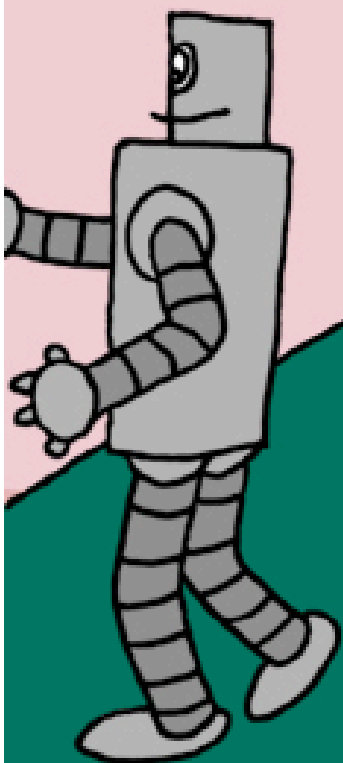
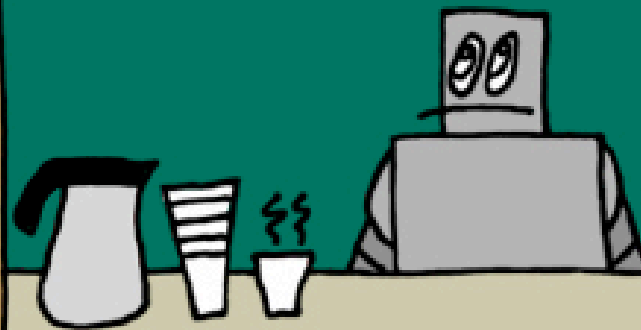
UCKS

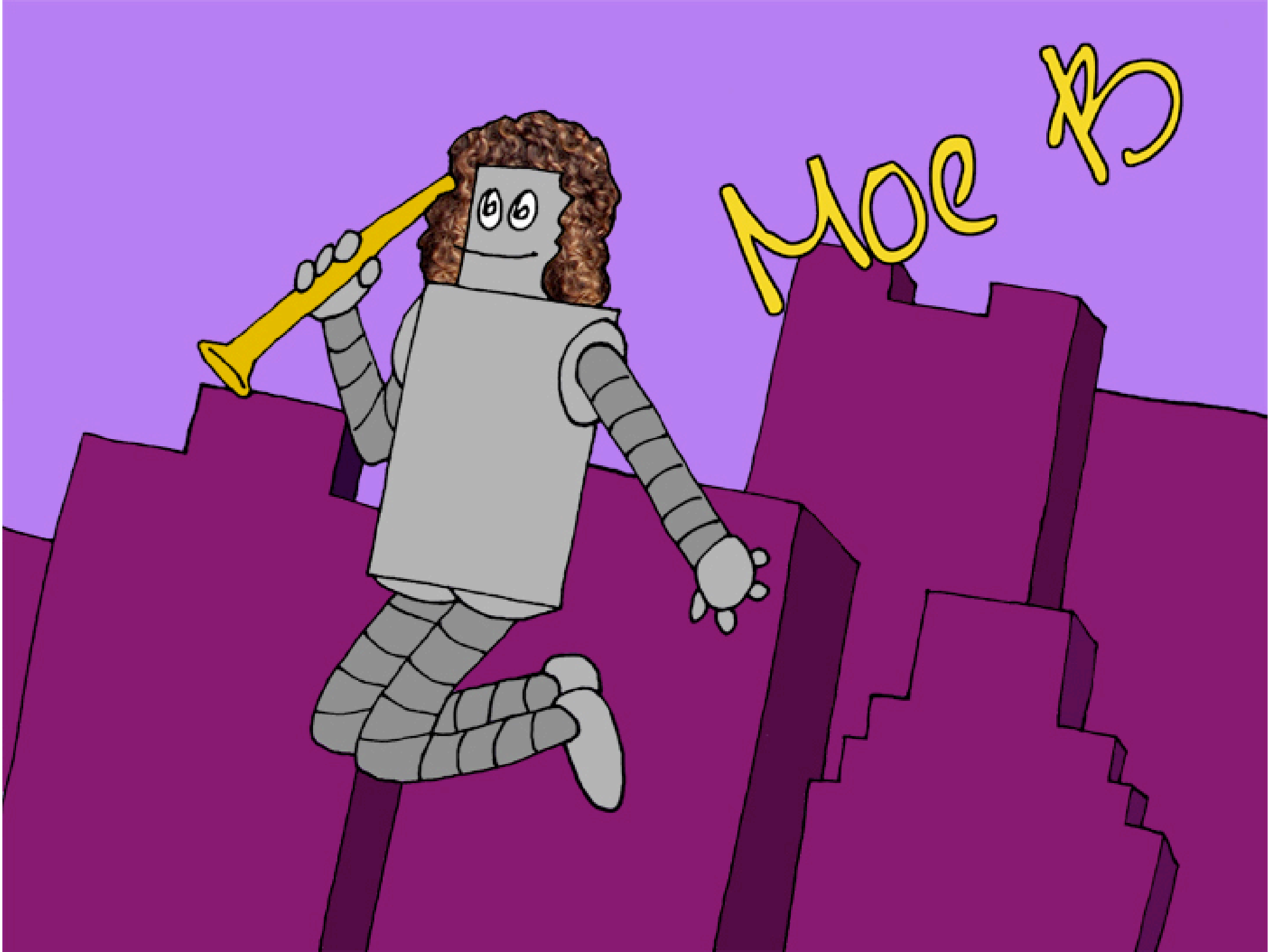


STARE



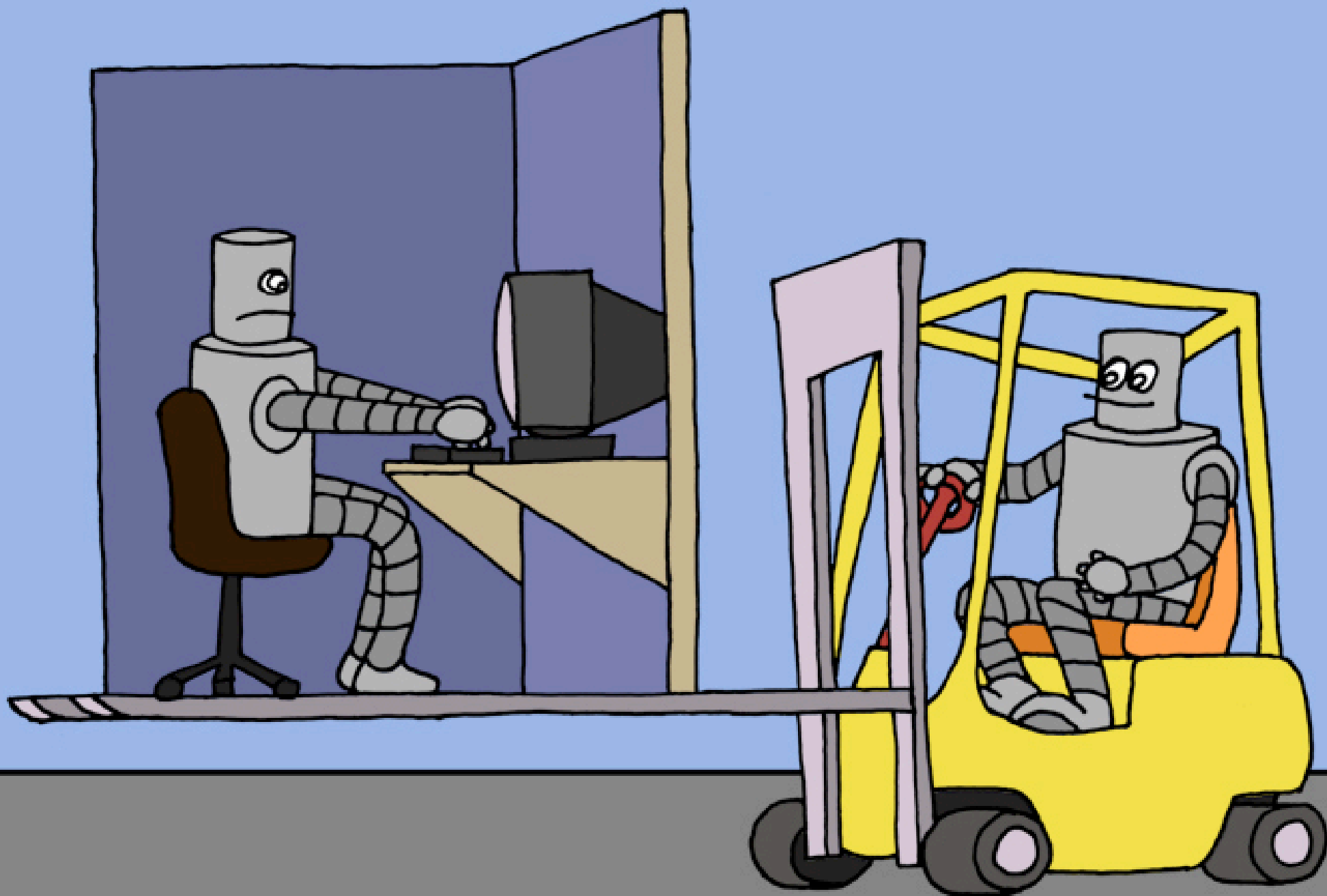
Cup o' Moe







Your customers are afraid  
(of you?)



<http://moebot.com>

Fear  
Value  
Rigidity





Blog this  
conference

# Meet the Speakers



# Start a Project

# Subscribe to a Business Blog

(try [sethgodin.com](http://sethgodin.com))

