

The Tail End, Cloudflare’s Code Model Tools Post, and Ferriss’s Positioning Stack

Recommended Reading from Tech Founders

2026-04-25

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By Recommended Reading from Tech Founders • April 25, 2026

Today’s strongest organic recommendations split between Tim Ferriss’s enduring reads—one reflective essay and a compact stack on positioning, audience-building, and wellbeing—and Tomasz Tunguz’s Cloudflare engineering pick tied to a concrete AI-agent implementation win.

What stood out

Two kinds of authentic recommendations emerged today: a reflective article Tim Ferriss still considers unusually impactful, and a technical Cloudflare post Tomasz Tunguz credits with shaping an AI-agent implementation. Ferriss also shared a compact reading stack for category design, audience-building, and wellbeing [1, 2, 3, 4]

Most compelling recommendation

- **Title:** *The Tail End*
Content type: Blog post / article
Author/creator: Tim Urban [2]
Link/URL: <https://waitbutwhy.com/2015/12/the-tail-end.html> [2]
Who recommended it: Tim Ferriss, who said Matt Mullenweg first pointed him to it on a hike in San Francisco [2]
Key takeaway: Ferriss said the piece uses diagrams to underscore how short life is and can prompt a rethink of personal priorities [2]
Why it matters: This had the strongest personal endorsement in today’s set. Ferriss said that if you only read one article this month, it should be this one, and later called it one of the most impactful blog posts he has ever read [2, 1]

“It turns out that when I graduated from high school, I had already used up 93% of my in-person parent time. I’m now enjoying the last 5% of that time. We’re in the tail end.” [2]

Highest-utility operator pick

- **Title:** Cloudflare blog post on code model tools
Content type: Blog post
Author/creator: Cloudflare [3]
Link/URL: No direct URL provided in the source material; source context: SF AI Engineers: inside Vision AI, Coding Agents + Rust Systems
Who recommended it: Tomasz Tunguz [3]
Key takeaway: Tunguz said the post was the main reason they implemented a discovery API in which the agent first asks which tools and functions are available, then builds a plan; he said this significantly compressed tokens and acted as living documentation for the model [3]
Why it matters: This was the clearest recommendation today with measurable implementation impact. Tunguz tied it to using smaller open-source models and reducing monthly errors from roughly 50,000 to 114 [3]

“the main reason we did this is Cloudflare published a blog post a little while ago on code mode tools.” [3]

Ferriss’s compact stack for positioning and sanity

In the same conversation, Ferriss recommended durable reads for category design and audience-building, then separately pointed to exercise as a foundation for wellbeing [4]

“you’re competing in an algo chasing game ... the window for that working is going to close very quickly.” [4]

- **Title:** *Blue Ocean Strategy*
Content type: Book
Author/creator: Not specified in the source material
Link/URL: No direct URL provided in the source material; source context: How to Stay Sane & Productive with Tim Ferris & Dr. Laurie Santos
Who recommended it: Tim Ferriss [4]
Key takeaway: Ferriss said he would be reading it in response to a market where algorithm-dependent tactics may not work longitudinally [4]
Why it matters: He positioned it as a way to think about durable differentiation instead of short-term reach hacks [4]
- **Title:** *The 22 Immutable Laws of Marketing*
Content type: Book
Author/creator: Not specified in the source material

Link/URL: No direct URL provided in the source material; source context: How to Stay Sane & Productive with Tim Ferris & Dr. Laurie Santos

Who recommended it: Tim Ferriss [4]

Key takeaway: He singled out the chapter on the law of category [4]

Why it matters: It sat inside the same advice set on building trust and credibility without leaning on fragile algorithmic distribution [4]

- **Title:** *1,000 True Fans*

Content type: Essay

Author/creator: Kevin Kelly [4]

Link/URL: No direct URL provided in the source material; source context: How to Stay Sane & Productive with Tim Ferris & Dr. Laurie Santos

Who recommended it: Tim Ferriss [4]

Key takeaway: Ferriss said he would be reading it and added that many of the people who convert best right now may not think of themselves as creators [4]

Why it matters: It complements his broader advice to build durable audience relationships rather than chase platform volatility [4]

- **Title:** *Spark*

Content type: Book

Author/creator: Not specified in the source material

Link/URL: No direct URL provided in the source material; source context: How to Stay Sane & Productive with Tim Ferris & Dr. Laurie Santos

Who recommended it: Tim Ferriss [4]

Key takeaway: Ferriss recommended it as a book on the effects of exercise on cognition while arguing that taking care of the body supports the brain and mind [4]

Why it matters: It was the clearest wellbeing recommendation in today's set, aimed at sanity and performance rather than positioning alone [4]

Bottom line

If you open one resource first, start with *The Tail End* for the strength and durability of Ferriss's endorsement [2, 1]. If you want the most immediately applicable operator read, follow Tunguz's pointer to Cloudflare's code model tools post via the talk context above [3].

Sources

1. X post by @tferriss
2. X post by @tferriss
3. SF AI Engineers: inside Vision AI, Coding Agents + Rust Systems
4. How to Stay Sane & Productive with Tim Ferris & Dr. Laurie Santos