

From: Anne Clougherty <[REDACTED]>
Sent: Monday, December 31, 2012 10:13 PM
To: 'Joe Lonsdale' <[REDACTED]>
Subject: letter from ellie's mom - private please
Attach: letter to Joe.docx

Dear Joe,

I hope you can read this letter with what is my only intention....to offer you advice as I would my own son. I am not fond of one way communication....so please excuse me if some of my observations do not hit the mark exactly.

I would ask that you keep this between us (and of course Ellie). If I didn't care about you, I would never choose to become this personal.

I hope you enjoy New Year's Eve with close friends and family,

Love,
Anne

Dear Joe,

Before you read this email, please be assured that I am writing it with compassion toward you and can sympathize with how you are feeling at the moment. This is quite hard for me considering both the physical and emotional state that Ellie is dealing with right now. I must say, your timing could not be worse. Going through this alone is so unbelievably unfair that words don't describe my emotions. Hopefully, all will be fine physically and she can move on with her life.

That said, I would like to help both of you learn from this relationship and be stronger because of it. When Ellie first met you, she could not believe how much you two had in common. She shares your passion for life, making the world a better place, building strong friendships, travel, and the ability to put yourselves in brand new situations and dominate the room. Not many people have these qualities and I admire them in both of you. Other synergies became apparent. Although you have much more experience in both work and life lessons, Ellie has gained the knowledge of how to live a successful and balance life at a very young age. This was not easy. It meant giving up everything she believed was right (not necessarily WHAT she believed in but HOW to achieve it) and remolded herself in what I observed was a very painful process. This took more courage than most people have (and humility). Again, the strengths between the two of you seemed so perfect and complimentary. I can't tell you how many of your friends and business partners all "cornered me" at your functions to tell me how smart you are, but also worried that you were a little out of balance on living a healthy life. They felt that Ellie helped provide this centering force. They accepted and loved her so quickly, I was a little shocked. It seemed time and time again, the conversation steered away from building empires and more toward compassion to you and your general health. I must admit, at times I felt like this wasn't Ellie's role at this time in her life, but she was happy, so I was happy.

As the months went by Ellie and I talked about all your wonderful qualities. God gave you a brain for business that will certainly make you a billionaire one day soon. You are so inclusive in your life, always inviting her to business meetings, gathering of friends, and sharing important and interesting emails. She has the same endless energy as you do, and never says no to an invitation....loving every minute of the world you included her into. Again, I don't know anyone who can go as much as the two of you. The trips around the world were over the top and she never took these experiences for granted. She even hesitated to post them on FB for fear she'd offend someone or hurt someone's feelings. She was always respectful to your family, even when she felt she was being judged unfairly.

As the relationship grew, Ellie wanted to connect with you on a more personal level. She expressed her desire to have more alone time.....without the houseful of business partners and family. At first, this seemed easy to achieve. It never mattered how much you traveled, how busy your day was, or if emails needed answering. She is not needy in this way. But...she was looking for a few quiet moments with you. As days became weeks, and weeks became months...she started to realize that these moments might not ever happen. I could not counsel her on this because it seemed hard to believe. Every time she thought she would be together with you....the dinner at 6pm became the stop by the dorm at 10pm. Every time she thought that lazy Saturday morning would be the day....she'd notice you already on email and your day planned without consideration of her needs. She then thought...maybe I need to get "on

his calendar". I found this ridiculous and didn't hesitate to say so. This was never about you being too busy with your fund and other businesses. This was about your inability to see her simple needs. I am not sure why....maybe at some level it is very hard for you. This is where my compassion for you takes over my desire to see Ellie happy. She just wanted you to know what her favorite color flower is (coral), that she likes wandering through farmers markets, and sometimes a stroll through campus without time commitments is worth more than fancy trips. Your world with her was never about the money...but much more about your energy and her ability to help you reach your goals in a happy and healthy way.

In my relationship, my husband has worked the same number of hours since we've been married – 60 to 90 per week. I have gone alone on countless vacations with my family, parties, family affairs, etc. and never felt bitter towards him and his schedule. Why? Because I know deep down if I ask him to quit everything...he would do it for me. How do I know....because he tells me so. I am the most important person in his life. Would I ever ask him to? Never! Why? Because he is the most important person in my life. It is *knowing* this that keeps a relationship strong....not the *doing*.

It's a bit like Game Theory – she was always in the cooperation camp, waiting for you to join her, expecting that over time, you'd realize together you could maximize the system. For whatever reason (past relationship experience? Fear of losing your empire to the degree you put extremes in your life? Whatever it may be), on average, you were in the aggressive camp, somehow expecting the other player would present a selfish confrontation. *

On the other hand, Ellie poured herself in to this relationship. She read books that she thought would help you....not her. She met your friends, enjoyed your family, and left the campus happily to be with you. At meetings, she would assess the room and make sure your best interests were being met...whether that is a kind word about you or enthusiasm for your mission. I say this not to sound hateful or to downplay all the wonderful things you have done for her... but only to tell you that she truly enjoyed these things. Sometimes you would give her the impression that you felt guilty about the time she was spending away from friends....but you miss the point. She was happy doing these things...she just wanted to see some reciprocation in her life. A phone call that asks her about her day...not in an obligatory way...but one that truly wants to know. An unsolicited reference of Ellie to a friend who might help Ellie get a job...not just access to these people at parties. A birthday or xmas present that shows you thought about her. These are the little things in a relationship that show you truly love someone.

I think the tension you felt in this relationship grew because Ellie felt lonely, even when in the same room with you. She was frustrated because she knew the answers were so simple...but seemed so elusive. Soon, she realized that when she finally had time to express her thoughts, it would be too late and that you would leave. I think this is exactly what happened at the hotel over xmas. Men throughout the centuries have overcomplicated the needs of women. It has been parodied in every book and movie. When I turned 40...I need a vacation away from my family so badly. Four difficult pregnancies, my own company, life in general. Pat bought me a Porsche. Really??? After weeks of arguing I told him I just wanted him to help make the kids lunch in the morning and clean the dinner dishes. He didn't believe me. He bought me diamonds. Again, we argued. Finally I told him really...it is

not that hard...I just want to know that he respected how hard it is for me to run the family and my own business and help ME. He made lunches for the kids (every day this validated his love...may sound trite...but it was truth for me) . The Porsche was sold...I went to Italy by myself for 10 days. Marriage saved. Simple. Meet each other's needs and life is good.

I told Ellie that in a relationship every sentence should begin with "I" not "You". Always speak from your heart and don't tell the other person what they are thinking. This helps to communicate each other's "love language". For Ellie, she should have said very early on "I want to have dinner alone with you in the next two weeks that starts before 7pm". Then "you" make it happen. She doesn't call Andrea, she doesn't remind you...it just happens because that is Ellie's love language saying her needs are time alone with you, and addressing her needs in this way (not your own) is how you show you love her. You can then say to her "I need to concentrate on my fund for the next three weeks and will have limited time to call or see you". No problem..your love language is your need to concentrate on work without feeling guilty that you can't give more time in the relationship. No hurt feelings...no specific time commitments...no confusion. Ellie is not on hold and sees friends...you concentrate on work. You each do something for one another because that is how you really show love.

Lastly, I don't think it is very healthy to discuss important issues over emails. I know it is hard for you to talk to Ellie about these things face-to-face. Again, this is confusing for me to understand and to counsel her on. I think you might have thought things were always worse than they were. (sorry if I am breaking my own rule about using the word "you"I realize that you have your own thoughts on this that I am not privy to). You seemed to come to conclusions about issues too quickly and don't really listen to what she is saying. She wants to live in SV because she is drawn to the energy....not just because she wanted to date you. She was hurt that you felt that she needed sooo much from you....yet she just wanted to give herself to you and your happiness without much in return. Her lack of trust in you was never about your integrity, but how extreme your reactions and limited patience were to her comments. She felt that you thought she was getting in the way of fulfilling your vision, but in reality she was trying to support you in ways that added a new dimension (more emotional intelligence and overall mindfulness).**

I hope you know that I would never fault you for missing some of these signs or being confused at how the mind of a woman works. I also know that no one can understand how hard you have been working the last few years. It truly reaches super-human proportions. My advice (as a mom) would be to really take stock in what direction you want to go in life. If you were my son, I would tell you to live your own life without feeling the need to impress anyone, tend to your own health and happiness, give compassionately to those around you and when ready, share your life with someone you love. You can still be part of the solution that solves "the big problems" without compromising the one precious life God has given you.

I hope you and Ellie can find the time to talk in person and privately with the openness, respectfulness and kindness you both deserve. Both you and Ellie have so many blessings in life. Please don't take them for granted.

Love,

Anne

* The act of giving and being cooperative was somehow counter-intuitive to your mode of conquering. It appears as though you'd even justify or make up potential threats (and not have the open capacity to listen when she tried to rescind this label), because this is what has been demanded of you to be successful as a CEO, but it has devastating effects on a gentle, loving relationship. You are your actions; you become the behaviors you act upon over time. Ellie knew this and was sympathetic to your behavior because she understood where it came from... all she really wanted to see was your desire to treat her differently and to be aware of your tendency to do this at times when your conquering mind would play tricks on itself and see her as a threat or shadow.

** For example, she would love to read all the books you give her, but she perceives that the best strategy would be to teach you about the things she knows about, not the things you already dominate (understanding Caesar) and it was out of love that she strove to communicate these things over spending time elsewhere. In this way, she was challenging you to be a greater leader, but you perceived it as ambivalence or self-interest because you could not recognize her intentions. This was also hurtful and draining (the lack of understanding her true intentions or giving her the opportunity to reveal these intentions).