

**From:** Joi Ito [REDACTED]  
**Subject:** Re:  
**Sent:** Sunday, July 21, 2013 1:23:07 PM  
**To:** Jeffrey Epstein <jeevacation@gmail.com>

I think there are various layers.

I feel like most of my daily conversation involves hiding or some sort of deception at some level because most of the people I interact with are part of an ecosystem where I am motivated to direct the conversation or the person I'm interacting with to a particular belief or action as part of an overall strategy for my network/ecosystem.

When I talk to you, Reid and others where I'm not, for the most part, trying to direct you guys towards a particular conclusion, but rather trying to discover things, I'm much more "clear". I think that since you don't really "need" that much and are mostly in discovery mode, you probably get to be more "natural" at the surface layer. My sense is that you survive by exercising your deception and robustness on another channel - markets?

BTW, Reid and I were talking more about you and think that you are similar to us in that you have a "teacher gene". Obviously, talking and asking questions helps you learn, but I think there is a personality type of people who like to teach. You tell us things that others might hide. We were going through people we know and bucketing them into teachers and people who may be smart, but don't really offer too much information in a conversation unless queried.

- Joi

On Jul 21, 2013, at 09:02 , Jeffrey Epstein <jeevacation@gmail.com> wrote:

how much of your daily conversation , attitude, posture in a social setting is really true ,as opposed to laced with deception, appearing interested?, not saying what you really think? pretending , ?

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