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I've spoken to a lot of founders over the last few years - some early stage, some well into scale. And there's a strange pattern I keep seeing: Their product is strong. Their team is growing. They've figured out delivery, sales, even retention.

But they're still stuck. Why? Because suddenly, all the momentum seems to depend on *them* being visible.

Their content. Their posts. Their face on every panel, podcast, or carousel. And the quiet frustration hits:

"I didn't start this to become an influencer. I wanted to solve a problem."

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lever. So you're showing up - half-burnt out, half-unsure, trying to be relatable, credible, likeable... all while running a company.

This newsletter dives into the pressure founders feel to become content creators - and what to do if you're tired of being the *product* instead of just building one.

1. Separate the Founder from the Feed

You are *not* your content calendar. Start by defining what *only you* can say, and what someone else on your team (or a ghostwriter) can help shape. Neither do you disappear, nor do you become a bottleneck. Founders who last know when to delegate *expression* without losing *authenticity*.

2. Choose a Format That Matches Your Energy

Hate writing but love riffing in voice notes? Start a short audio series. Don't like your face on video? Use storytelling slides. You don't have to chase every trend - just pick the medium where your message flows naturally. Consistency comes easier when the format doesn't drain you.

- 3. Build a "Core Message Bank" Once, Reuse Often Instead of the team going every week, "what to post" build a vault of core stories, beliefs, and founder moments. 10–15 messages that reflect who you are and what you stand for. Let your team slice, remix, and distribute them across formats. That's how real voices stay consistent and scalable.
- 4. Use Your Customers as Content Fuel

If it feels like your content has to *perform*, change the goal. Use it to reflect, highlight, and document real customer wins, questions, or conversations. This shifts the focus from "me as a brand" to "me as a mirror of value." Suddenly, it's no more about attention, it's building trust.

5. Treat Visibility Like a System, Not a Personality Test Your content doesn't need to be loudest. It needs to be *clear*. Set a cadence: 2–3 pieces per week, one message per platform, repurpose across 30 days. The goal is to be *remembered for something real*. Systems protect your energy, your time, and your mental bandwidth.

As a founder, you didn't start your company to become a creator.

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Attention became leverage. And founders were quietly handed a second job: **becoming the voice of the brand.**

But that doesn't mean you have to dance for the algorithm. It means finding a rhythm that's sustainable. One that doesn't exhaust your energy or dilute your clarity.

You can still lead with substance, without being *everywhere*. You can still build trust, without being *on* 24/7. And you can absolutely grow your brand, without losing yourself in the process.

Content creation is now about reclaiming your visibility - on your own terms.

When you're ready to take the next step and create content on your own terms, we're here to help. <u>Let's talk</u>

Until next time, <u>Pramod Maloo</u>

Founder, **Kreative Machinez**



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