



CITY AMBASSADOR GUIDE • OCTOBER 2026

How to host an AI Lounge meetup in your city

AI Lounge is the AI founder community. As a City Ambassador you bring it offline: one in-person meetup a quarter for the AI founders and builders near you. This guide covers what AI Lounge is, what members expect, and how to plan, post and run a great night.

2,640

members in 26 days

264

founders at \$1M+ ARR

121

countries

800+

cities with members

11

City Ambassadors

The community where AI founders meet, ship and help each other

Real profiles

Every member has a name, photo, role, company and city. No anonymous accounts, so the people who RSVP are who they say they are.

The feed and Spaces

Members share what they shipped, ask for help, and trade notes on tools, hiring, fundraising and exits.

Open data on the AI market

The Revenue Leaderboard, AI Model Benchmarks, and every AI funding round and acquisition this year.

Weekly AI Founder Mastermind

A Thursday Zoom for AI Lounge Pro members, grouped by ARR band, bringing real problems.

Perks and deals

Credits and discounts on the AI tools members build with.

In-person meetups

900+ AI meetups in 110+ cities listed every morning, plus the AI Lounge meetups you host.

2,640

members since Oct 5, 2026

264

founders at \$1M+ ARR

\$3.18B

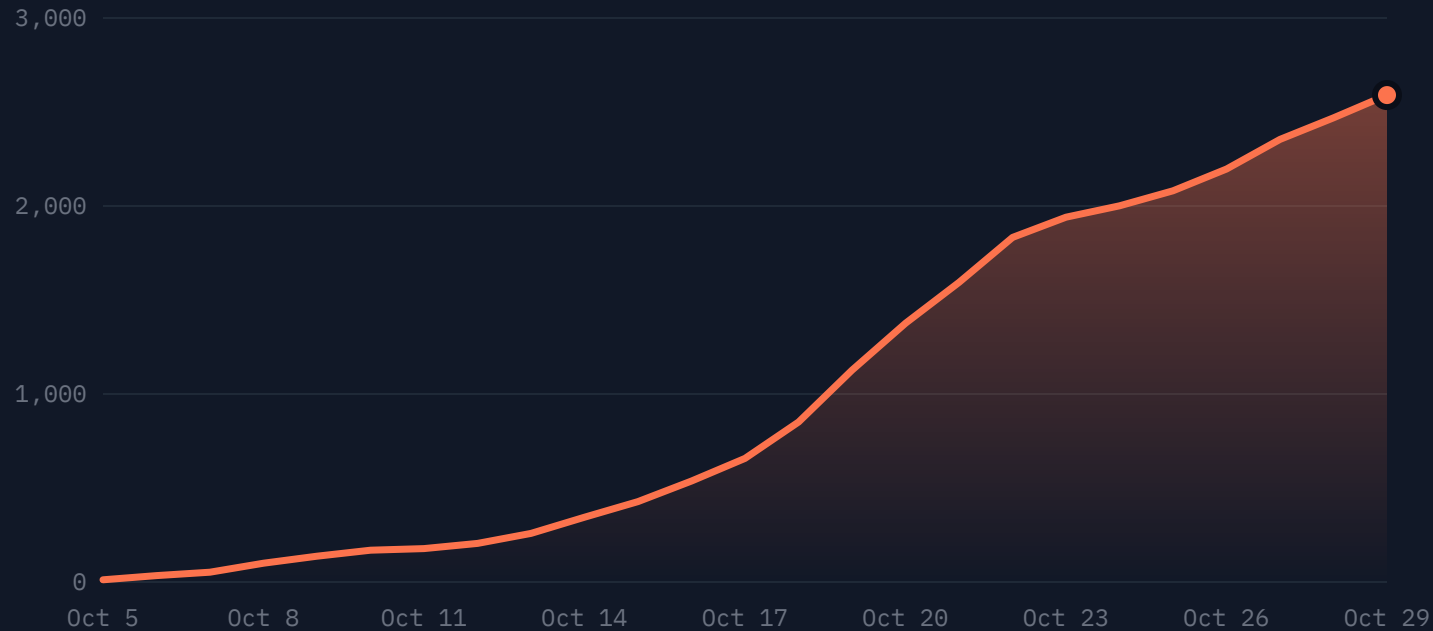
raised by members

\$6.25B

in member exits

Joining is free and invite-only. Your invite code (in Settings, under Invites) brings people in with a profile ready to claim.

From zero to 2,640 members in 26 days



Published member profiles, cumulative by day in Central Time, Oct 5 to Oct 29, 2026

276

new members on Oct 19, our best day yet

1.4×

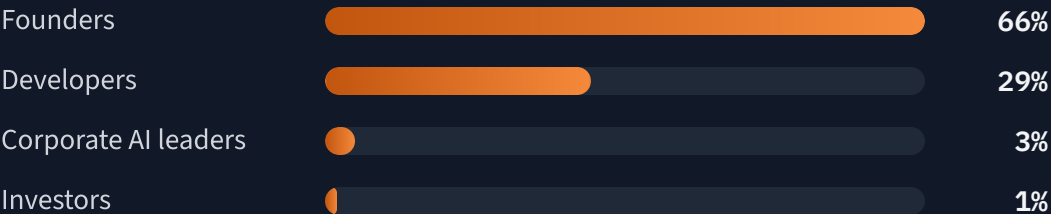
week-over-week growth (1,833 to 2,590 members, through Oct 29)

100%

real profiles: name, photo, role, company and city, no anonymous signups

Mostly founders, all of them building with AI

Members by persona



264 founders at \$1M+ ARR



Plus 1,487 founders building toward \$1M ARR.



Zack Li

Qualcomm exit

Co-founder & CTO, Nexa AI

Nexa AI was acquired by Qualcomm.
Ex-Google and Amazon Lab126.



Guy Gur-Ari

Augment Code

Google DeepMind

Co-founded Augment Code; now
working on AGI at Google DeepMind.



Girish Jashnani

\$25M+ ARR

Founder & CEO, Flosum

Salesforce DevOps and security for
federal agencies. Ex-Salesforce.



Heidi Raines

Acquired 2025

Founder, Performance Health Partners

Patient safety software acquired by
Sentact; multiple healthcare exits.



Sanjay Varnwal

\$23M Series A

Co-founder & CEO, Spyne

An agentic AI operating system for car
dealers. Ex-OYO.



Olivier Lambert

\$10M+ ARR

Founder & CEO, Vates

Created Xen Orchestra and XCP-ng,
open-source virtualization.



Joseph Crabtree

50+ patents

Founder & CEO, AMT

Built AMT in industrial 3D printing;
raised a \$25M Series B.



Chris Brisson

5x Inc. 5000

Co-founder & CEO, Salesmsg

AI texting and calling inside the CRM,
built without outside funding.

One great meetup a quarter. That's the whole job.

What you do

- Host one in-person meetup a quarter for AI Lounge members in your city
- Pick a restaurant, bar, café or public place where everyone pays their own way
- Post it on AI Lounge so members can RSVP and get reminders
- Welcome people, make introductions, and post a short recap afterward

What you get

- The City Ambassador sticker on your profile and your name on lounge.ai/ambassadors
- First introductions to the members who join near you
- A food and drinks budget as AI companies sponsor meetups

AI Lounge City Ambassadors today



Ankara, Türkiye

Ahmet Utku Çakan

0 members



Austin

Ryan Allis

38 members



Berlin

Tetyana Leyendecker

37 members



Cleveland

Stephanie Walters Unterweger

1 members



Jos

Dinfa Dashe

4 members



Lisbon

Oliver Schmalholz

22 members



London

Mary Garland

93 members

And 4 more at lounge.ai/ambassadors

Six steps, starting two weeks out

01 2 WEEKS OUT

Pick the date and the place

A weeknight works best, 6 to 8:30 PM. Call the venue and ask for a back room or a quiet corner for 15 to 30.

02 2 WEEKS OUT

Post it on AI Lounge

lounge.ai/ambassadors/meetup. It goes on the calendar with RSVPs and is featured on the meetups page.

03 10 DAYS OUT

Invite people

Share the AI Lounge link in the feed, on LinkedIn and X, and personally with 10 founders you know.

04 2 DAYS OUT

Nudge and confirm

Post a reminder, tell the venue your headcount, and invite anyone new who joined near you.

05 DAY OF

Host the room

Arrive 20 minutes early, greet everyone at the door, and run one round of quick intros.

06 DAY AFTER

Post the recap

A photo and a few lines in the feed, tagging who came. It brings the next meetup's crowd.

Somewhere people can hear each other talk

Look for

- A back room, patio or corner you can reserve for free with a minimum spend
- Low enough music that 20 people can talk in small groups
- Food and non-alcoholic options, so everyone is comfortable
- Close to transit, with an easy-to-find entrance
- Separate checks: everyone pays their own way

Good options

- A brewery or wine bar with a private area
- A restaurant's semi-private room on a quiet weeknight
- A coworking space or startup hub that hosts community nights
- A hotel lobby bar for a smaller first meetup

Tell the venue it's a founders' meetup and how many you expect. Most are happy to hold a space on a Tuesday to Thursday night.

Create the meetup in the app in two minutes

1 Open lounge.ai/ambassadors/meetup

Only City Ambassadors see the form. You can edit or cancel the meetup there any time.

2 Fill in the details

Title, what to expect, date, start and end time, your city's time zone, venue and address. Add a Luma or Partiful link too if you use one.

3 Post it

It becomes an AI Lounge event page with RSVPs. You're marked as going and Ryan is notified.

Where your meetup shows up

- The event page, where members RSVP and add it to their calendar
- Featured at the top of lounge.ai/masterminds/meetups and your city's meetups page
- Highlighted in the meetups list, map and calendar
- In "Meetups near you" for members in your city
- Reminder emails 24 hours and 1 hour before

The link to share everywhere is the AI Lounge event page. Non-members can see it and sign up free to RSVP.

Who to invite, and where to find them

Invite

- AI Lounge members in your city: find them on the member map at lounge.ai/directory/map
- Founders and builders you know, personally, with your invite code
- Your local AI and startup groups, accelerators and coworking spaces
- LinkedIn and X: a short post with the AI Lounge link and the venue

Aim for 15 to 30 people. Founders first: AI Lounge stays majority founders on purpose, and that's what makes the room worth coming to.

Members in the top cities right now

#	CITY	MEMBERS
1	San Francisco Bay Area	195
2	London	93
3	New York	88
4	Bangalore	61
5	Delhi NCR	43
6	Paris	42
7	Austin	38
8	Berlin	37
9	Mumbai	36
10	Amsterdam	34

Ambassador cities: Ankara, Türkiye 0 · Austin 38 · Berlin 37 · Cleveland 1 · Jos 4 · Lisbon 22 · London 93 · Mogadishu 1 · Montréal-Nord 1 · Reno 3 · Tokyo 19. Updated weekly.

A simple shape that works

Sample agenda

- | | |
|------|---|
| 6:00 | Doors open. Greet everyone by name and introduce them to someone. |
| 6:30 | Two-minute welcome: what AI Lounge is, why tonight, thank the venue. |
| 6:40 | Quick intros: name, what you're building, one thing you need help with. |
| 7:15 | Open conversation. Connect people whose asks and offers match. |
| 8:15 | Group photo (ask first), and say when the next meetup is. |
| 8:30 | Wrap. Anyone who wants to keep going is welcome to stay. |

Host checklist

- Arrive 20 minutes early and check the space
- Name tags and a marker: first name and company
- Keep intros short: 30 seconds each
- No pitching from the front, no sales: it's founders helping founders
- Ask before taking photos of people
- Everyone pays their own way

Keep the momentum going

Post the recap

A photo and a few lines in the feed the next day. Tag the members who came and thank the venue.

Invite who came

Anyone not on AI Lounge yet gets your invite link, so they're in the room online too.

Set the next date

Same venue or a new one. Post it as soon as you know so people can save the date.

Tell Ryan

What worked, what didn't, and what would make the next one better: ryan@lounge.ai.

Ground rules

- Everyone is welcome; treat people with respect
- No recruiting or selling from the front
- Don't share anyone's details without asking

Ambassador meetups so far

3	0	11
upcoming	hosted	cities



Thank you for bringing AI Lounge to your city

Post your first meetup, and reply to Ryan with any questions. We'll feature it across AI Lounge and help you fill the room.

lounge.ai/ambassadors/meetup

Ryan Allis, CEO and co-founder, AI Lounge · ryan@lounge.ai