

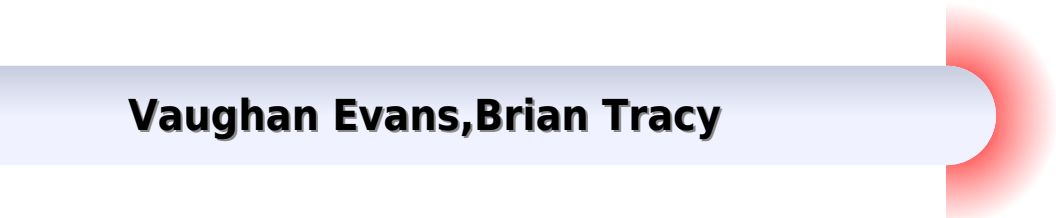
Lean Startup Business Plan



01	PROBLEM	05	SOLUTION
- List a frustration your target market has - Getting kids to sleep is a chore - Difficulty in finding bedtime stories that children enjoy Existing Alternatives - List a potential competitor and their offering - Wygina's lullaby app - Tektias's children's stories collection		- List how your business can solve a customer's problem - A vast library of bedtime stories to suit any child's taste - The app is easier to use and more portable	
02	UNIQUE VALUE PROPOSITION	06	KEY METRICS
- Write about what makes your product special so you can convince a stranger to become your customer. High-Level Concept - Provide a short, catchy, easy-to-remember description of your product		- List a metric by which you measure the success of your business - Reach 1 million app downloads in 2030 90% user retention rate after 5 years	
03	CUSTOMER SEGMENTS	07	UNFAIR ADVANTAGE
- List personas of the people that you expect to use your product - Parents - Grandparents Early Adopters - List specific characteristics of your early adopters - Working moms who do not have time to buy and read books - Grandparents who enjoy spending time with their grandchildren		- List what sets you apart from competitors - Educational stories that enrich children's imagination - Stories with interactive dialogue, immersive graphics, and soothing music	
		08	CHANNELS
		- List the ways you plan to reach your audience - Social media platforms - Mobile app	
04	COST STRUCTURE	09	REVENUE STREAMS
What are the fixed and variable costs to launch your product or service? Consider the cost at each stage from setting up a website, hiring employees, production, marketing, and bringing them to consumers.		How will you generate income? Show a pricing model of your product or service and include other revenue sources, such as sales and subscription fees.	

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Vaughan Evans, Brian Tracy



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