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A PROBLEM WORTH SOLVING	OUR SOLUTION
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TARGET MARKET	THE COMPETITION
SALES CHANNELS	MARKETING ACTIVITIES
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REVENUE	EXPENSES
MILESTONES	
TEAM AND VEY DOLEC	DARTNERS AND RESCUREES
*** TEAM AND KEY ROLES	PARTNERS AND RESOURCES



IDENTITY

Describe your business in one sentence. What do you do and who do you do it for? For example, a bike shop's identity might be: "We offer high-quality biking gear for families and regular people, not just gearheads."

Your identity is what sets you apart from the competition. It's how you define who you are as a business.

PROBLEM WORTH SOLVING	OUR SOLUTION
Describe the problems that your potential customers have. Why do they need your products or services?	What is your product or service? Describe it here and how it solves your customer's problem.
TARGET MARKET Who are your customers? Describe your ideal customer here and, if you know, how many of them there are.	THE COMPETITION What other products and services do your potential customers use today to solve their problems? How are you better than the competition?
Describe how you will sell to your customers. Will you sell directly to them at a storefront or with a website? Will you use a sales team or distributors? Describe your sales process here.	What are the primary ways you will reach your customers? If you will be advertising or using PR, describe those activities here.
What are your primary revenue streams? Don't worry about listing specific revenue goals when you are early in the process. Instead, describe how you will make money and what products or services will generate that revenue.	EXPENSES List your major expenses here. There's no need to go into a lot of detail in the early stages. Just list the areas that you expect to spend the most money on.

MILESTONES

List the your primary goals and objectives that you hope to achieve over the next few months. What do you need to get done to take your business from idea to reality?

TEAM AND KEY ROLES If you have business partners or need to hire key people to help you launch the business, list those people and positions here. Some businesses need key partners in order to launch. Other businesses may have intellectual property or other resources that will help them get up and running. List those partners and resources here.



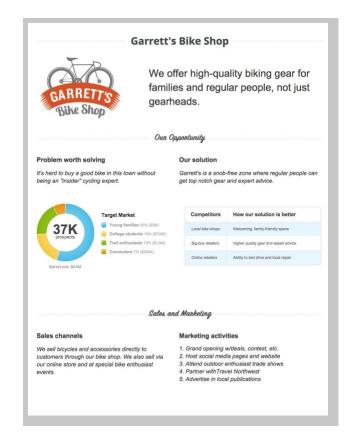


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