**HW Week 5: Customer Development**

Team Name:

**List Your Target Customer Segments:**

Segment 1:

Segment 2:

Segment 3:

**Where will you find them?** List three places you would go to find your customers and interview them:

Place 1:

Place 2:

Place 3:

**Write your customer interview questions** (Top Three, with EXACT wording).

Q1:

Q2:

Q3:

**Get out of the building to validate your problem is real!** Interview at least three customers by next class, five would be ideal. Take interview notes and include specifics about each person and place you interviewed:

Interview 1 notes:

Interview 2 notes:

Interview 3 notes:

Interview 4 notes:

Interview 5 notes: