

# Startup Pitch Questions – English & Somali

## 1. What problem are you solving?

*Waa maxay dhibaataada aad xallinayso?*

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## 2. Who are you solving it for? (Target user/customer)

*Yaa aad u xallinaysaa dhibaataadan? (Macmiilka bartilmaameedka ah)*

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## 3. Why is this problem important or painful?

*Maxay dhibaataadani muhiim u tahay ama u xanuun badan tahay?*

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## 4. How are people solving this problem today?

*Sidee ayay dadku hadda u xalliyaan dhibaataadan?*

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## 5. What is your solution?

*Waa maxay xalkaaga?*

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## 6. Why is your solution better or different?

*Maxaa ka dhigay xalkaaga mid ka fiican ama ka duwan?*

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## 7. What is your unique advantage (moat)?

*Waa maxay faa'iidada gaarka ah ee aad leedahay (moat)?*

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## 8. How do you make money?

*Sidee ayaad lacag ku samaynaysaa?*

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## 9. What proof do you have that people want this?

*Caddeyn noocaa ah ayaad haysaa in dadku rabaan tan?*

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**10. What is the market size?**

*Intee le'eg ayuu yahay suuqu?*

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**11. What is the biggest risk right now?**

*Waa maxay khatarta ugu weyn hadda jirta?*

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**12. What is the next milestone?**

*Waa maxay tallaabada xigta ee muhiimka ah?*

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