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|  | Jeebs Meeting Minutes |

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| **Meeting Details** |

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| **DATE:** | 1/10/19 | | **TIME:** | 6.15PM-9PM | **LOCATION:** | 95 Liverpool Street |
| **TYPE OF MEETING** | | Advisory Meeting | | | | |
| **CHAIR** | | Rohan | | | | |
| **NOTE TAKER** | | Michael | | | | |
| **PERSONS PRESENT** | | Rohan, Michael, Sanket | | | | |

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| **Meeting Agenda Items** |

Add Headings (Format > Paragraph styles) and they will appear in your table of contents.

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| **Meeting Outcomes** |

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* Ask students if they could only have one of the features, what would it be?
* Our whole thing could be built over one weekend at a hackathon
  + Trello API + LinkedIn API = Jeebs
* Sanket knows LinkedIn does Success Rate Prediction
* Webcast like AMA
* LinkedIn not focusing on students at all
* Emphasize value prop to employer is that instead of employing 10 people you just need our solution
* $500/post is too expensive
  + Why would employers pay that when they can post for free at other places
* Market size should be calculated top down
  + Look for “market opportunity”
  + Look at McKinsey and HBR reports
* Make a persona
  + User stories: “As a …, I want … so that …”
* Lever scrapes and extracts information about people/applicants
* Two fundamental questions

1. Can yo u build it better than everybody else?
2. Can you market it better than everybody else?

* Put our idea on crowdfunding website to validate whether our start-up will gain traction
* VC’s invest in people and concepts (visions), not problems & solutions
* So what do we do if our solution doesn’t make a difference?
* Co-founders must have the same answers to all questions as each other - be on the same page
* LinkedIn hasn’t been able to solve success rate prediction problem
* Most companies DON’T want students
* 3 customers:

1. Students
2. Companies: Big companies & Start ups
3. VC’s (Partnership customer)

* Students are looking for information
* What are companies looking for?
  + Not looking for someone who wants to learn
  + Who’s passionate and already has the skills
  + Don’t want to pay a lot of money
  + Ask HR in different companies for the answer

Rohan: this is for small companies or startups idk if that’s the case for big companies

* Students would pay $10 to get an internship
* Why do companies want intern/grads?
* Take away the employer’s choice
  + Make our platform a one stop shop
* ACCESS may be our biggest value prop
* Recommends going back to drawing board
* Wants Real Data
* Write personas for all four (Employer, Student, VC, Universities) customers
  + Make user stories
* Ask universities to give us data - partnership customer
* Data about students
* Get to the point we can literally write a paper on the problem we’re solving
* Catch the person at the right moment e.g. after/before exam handout flyers
* Where are people’s attention
* Doesn’t have to be a tech solution
* Secondary data is better than no data
* Fix our vision statement

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| **Summary of Action Items** |

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| **ACTION ITEMS** | **PERSON RESPONSIBLE** | **DEADLINE** |
| We need to create persona for our 4 customers | Rohan & Michael |  |
| We need redo our market slide (top-down) | Michael |  |
| Read the re:Work - hiring | Rohan & Michael |  |
| Send meeting minutes to Sanket | Rohan |  |
| Send summary of meeting minutes to Katzy | Rohan |  |
| Draft message to Iconic guy | Rohan |  |
| Send message to Iconic guy | Michael |  |
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