**The Frequently Used Words in Startup**

1. **Angel Investors.**
2. **ARPU - Average Revenue Per User.**
3. **Acqui Hired.**
4. **Acquisition.**
5. **Alpha Testing.**
6. **Beta Testing.**
7. **Bootstrapping.**
8. **Burn Rate.**
9. **Business Model.**
10. **Business Plan.**
11. **Cap Table.**
12. **Churn.**
13. **Cliff.**
14. **Conversion Funnel.**
15. **Convertible Note.**
16. **Customer Acquisition Cost.**
17. **Customer Segment.**
18. **DAU - Daily Active Users**
19. **Decacorn.**
20. **Dragon.**
21. **Equity.**
22. **ESOP’s - Employee Stock Options.**
23. **Exercise Period.**
24. **Exercise Price.**
25. **Exit.**
26. **Freemium.**
27. **GMV - Gross Merchandise Value.**
28. **GTM - Go to Market strategy.**
29. **Incubator.**
30. **IPO - Initial Public Offering.**
31. **Landing Page.**
32. **LTV - Life Time Value.**
33. **MAU - Monthly Active Users.**
34. **MVP - Minimum Viable Product.**
35. **Pitch Deck.**
36. **Pivot.**
37. **Pre Money Valuation.**
38. **Product Management.**
39. **Retention.**
40. **Revenue Value.**
41. **Run Rate.**
42. **SaaS - Software as a Service.**
43. **Seed Fund.**
44. **Series of Funding.**
45. **Soonicorn.**
46. **Sweat equity.**
47. **Term Sheet.**
48. **Traffic.**
49. **Valuation.**
50. **Value proposition.**
51. **Venture Capital.**
52. **Vesting.**
53. **WAU - Weekly Active Users.**