

C10W6 · TUESDAY, FEBRUARY 24, 2026

DEMAND GEN

Guest: Mike Fynn · Sr. Manager, Demand Gen @ nTop

PART 1: SYNTHETIC TEST CHECK-IN

| QUICK STATUS CHECK

- Who completed at least **two rounds** of synthetic testing?
- Who got to a **V3** they feel good about?
- Who **hit a wall**? Technical, or the feedback wasn't useful?

If you tried running the synthetic testing skill through **ChatGPT's web interface**: that doesn't work well. The skill needs a tool that can manage files and track results across rounds. We'll talk about the right tools in a few minutes.

PART 2: AI TOOLS + STYLE GUIDE

| AI TOOLS: THREE FLAVORS



WEB PORTALS

claude.ai, ChatGPT

- › Chat in a browser
- › Brainstorming, writing, analysis
- › Copy-paste everything in and out



CODE AGENTS

Claude Code (web + CLI), Cursor

- › AI sees your **whole project**
- › Edits files, manages code, deploys
- › Web version: no setup. Local: full power.



API

Anthropic API, OpenAI API

- › AI plugged into **your programs**
- › Custom workflows, automation
- › Build AI features into your product



Code agents come in two flavors: [Web](#) (Claude Code web — no setup, runs in browser) and [Local](#) (Claude Code CLI, Cursor — on your machine, full git/deploy). This week: web. Build phase: local.

| YOUR ONBOARDING DOCS

BRIEF.MD

What you're building, who it's for

Done

BRAND_POSITION.MD

How your brand talks: thesis, language, tone

Polished this weekend

STYLE_GUIDE.MD

Colors, typography, visual identity

Building today

ARCHITECTURE.MD

Codebase structure, modules, setup

Coming in Build phase



Your style guide is what makes your landing page look like a **real product** instead of a homework assignment. It's also what lets AI tools generate **consistent visuals**.

| WHAT GOES IN A STYLE_GUIDE.MD



COLOR PALETTE

Primary, secondary, accent, background, text

Hex codes for every color



TYPOGRAPHY

Heading font + body font

Size hierarchy (h1 through body)



VISUAL TONE

Minimal? Bold? Playful? Corporate?

One sentence that captures the feel



COMPONENT PATTERNS

Button style, CTA style, card style

Light touch — just enough for consistency



Hand the template + your BRIEF.md + BRAND_POSITION.md to an AI and ask it to walk you through generating your style guide. It will suggest colors, fonts, and visual tone that match your brand.



LIVE DEMO: COOLORS.CO

Generate → Lock → Regenerate → Export hex codes

| OTHER TOOLS TO KNOW



GOOGLE FONTS

Font pairing

fonts.google.com



REALTIME COLORS

See your palette on a
real page

realtimecolors.com



FONTJOY

AI-powered font pairing

fontjoy.com

PART 3: PAID DEMAND GEN

Mike Fynn • nTop

| MIKE FYNN

BRAND SIDE

- › **nTop** — Sr. Manager, Demand Gen
- › **Aescape** — Growth
- › **Aquant** — Growth

DTC/ecommerce + B2B/enterprise

AGENCY SIDE

- › **WITHIN** — Nike, Casper
- › \$15M+ annual media budgets
- › Search, social, programmatic, retail media

Today: Demand validation with small budgets — buy signal, not vanity.

| DEMAND VALIDATION SCORECARD

Only **3 metrics** matter this week:

CTR

DO THEY CLICK?

Measures attention

CVR

DO THEY SIGN
UP?

Measures promise

Cost / Signup

IS THE SIGNAL
AFFORDABLE?

Measures economics



Clicks are not success. Signups are the only success.

| THE \$200 TEST BLUEPRINT

RULES (AVOID FAKE LEARNING)

- › One audience
- › One landing page
- › One conversion event: waitlist signup
- › Two angles max (A/B message)

BUDGET + TIMING

- › ~\$200 total (~\$40/day x 5 days)
- › Don't stop early unless obviously broken
- › Clean naming: Team_Product_Angle_Date

PRE-FLIGHT CHECKLIST

- › Conversion works (thank-you page)
- › UTM's on every ad
- › Simple creative (1 static; optional 1 video)
- › Clean naming convention

I WORKED EXAMPLE: MUSIC RANKING APP

Community music ranking app — like Letterboxd for music

ANGLE A: COMMUNITY/IDENTITY

"Rank albums with friends. Build Top 10 lists. Follow tastemakers."

Headline: Rank Albums With Friends

CTA: Join Waitlist

ANGLE B: ANALOGY

"Like Letterboxd, but for music. Rate albums and share lists."

Headline: Letterboxd For Music

CTA: Get Early Access

Landing Page Minimum

1-sentence promise (matches ad) · 3 bullets (what you can do) · 1 mock/screenshot · Email capture + CTA

| 60-SECOND DIAGNOSIS



LOW CTR

Fix hook, creative, or audience
People aren't clicking



GOOD CTR + LOW CVR

Fix landing page clarity or friction
They click but don't sign up



GOOD CVR + HIGH COST

Improve creative efficiency or adjust audience
Signal is there, economics need work



Before touching ads: fix your hero + CTA first. If the page doesn't convert, better ads just send more people to a broken page.

PART 4: WORK BLOCK

| WORK PRIORITIES

1

BUILD YOUR STYLE_GUIDE.MD

Colors from
colors.co, fonts from
Google Fonts, visual
tone

2

PLUG IN YOUR TESTED COPY

Headlines, value
props, and CTAs
from synthetic
testing

3

PLAN YOUR DEMAND TEST

One audience, two
angles, budget,
success threshold

4

START BUILDING YOUR LANDING PAGE

Use a code tool
(Tier 2), not a chat
window

PART 5: WRAP

| WHAT'S DUE THURSDAY

1. LANDING PAGE — LIVE

Headline, value props, CTA, email capture

Must use your style guide (colors, fonts, tone)

Carrd, Framer, Webflow, or build with a code agent

2. STYLE_GUIDE.MD

Completed — colors, fonts, visual tone

3. DEMAND TEST PLAN

Audience, two angles, budget, success threshold

Ready to launch

4. GOOGLE ANALYTICS CERT

Begin this week

[Google Skillshop](#) — free, ~5 hours

| THURSDAY'S CLASS

Landing pages are **due and live**.

Demand gen strategies lecture: paid vs earned vs organic.

You start driving **real traffic**.

The real world gets a vote.

| PODCASTS THIS WEEK

LLM TOOLS LANDSCAPE

Web portals vs code portals vs local agents
If you were confused about which tool to use
for synthetic testing, this is the explainer

SYNTHESIS + SYNTHETIC TESTING

Interview synthesis methods, synthetic
testing workflow, critical evaluation
Deeper dive on what we've been doing



Both dropping tonight on the course site. Listen before Thursday.

END OF CLASS 10

Next: Landing Pages Due + Live · Demand Gen Strategies