

[ { "text": "I built 24 project in the past 2.5 years", "start": 0.04, "duration": 5.279 }, { "text": "at the beginning only 25% of my project", "start": 3.24, "duration": 4.039 }, { "text": "would make money now in the last year", "start": 5.319, "duration": 4.24 }, { "text": "100% of my site project made money and", "start": 7.279, "duration": 4.36 }, { "text": "for that I had to fire the developer in", "start": 9.559, "duration": 4.08 }, { "text": "my head to become an entrepreneur now I", "start": 11.639, "duration": 4.361 }, { "text": "only launch product that people use love", "start": 13.639, "duration": 4.48 }, { "text": "and pay for so that I can work on any", "start": 16.0, "duration": 3.88 }, { "text": "project I like from anywhere in the", "start": 18.119, "duration": 3.281 }, { "text": "world without having to worry about", "start": 19.88, "duration": 3.12 }, { "text": "paying the bills so in this video I'm", "start": 21.4, "duration": 3.4 }, { "text": "going to share the five developers", "start": 23.0, "duration": 4.119 }, { "text": "mistake I made that kept my site project", "start": 24.8, "duration": 4.12 }, { "text": "from making money mistake number one", "start": 27.119, "duration": 3.601 }, { "text": "adding a free plan to your product", "start": 28.92, "duration": 3.639 }, { "text": "sounds like a good idea but it's killing", "start": 30.72, "duration": 3.48 }, { "text": "your Revenue I used to spend about a", "start": 32.559, "duration": 3.641 }, { "text": "year on a habit tracker that had a free", "start": 34.2, "duration": 3.92 }, { "text": "plan and a Premium plan the reason for", "start": 36.2, "duration": 3.48 }, { "text": "the free plan is that I wanted people to", "start": 38.12, "duration": 2.959 }, { "text": "try the product to see if it was a good", "start": 39.68, "duration": 3.199 }, { "text": "fit and eventually if they like it they", "start": 41.079, "duration": 3.32 }, { "text": "would upgrade to the paid plan I spent", "start": 42.879, "duration": 3.36 }, { "text": "over a year working on it before I sold", "start": 44.399, "duration": 3.761 }, { "text": "it last year around October and I", "start": 46.239, "duration": 4.721 }, { "text": "managed to get 140,000 visitors to the", "start": 48.16, "duration": 4.48 }, { "text": "website and back then I had zero", "start": 50.96, "duration": 3.52 }, { "text": "audience so I was basically working day", "start": 52.64, "duration": 4.32 }, { "text": "and night for that out of those 140,000", "start": 54.48, "duration": 4.8 }, { "text": "visitors about 10,000 signed up for", "start": 56.96, "duration": 4.04 }, { "text": "habit tracker and at the end of the year", "start": 59.28, "duration": 2.64 }, { "text": "I made", "start": 61.0, "duration": 3.28 }, { "text": "\$6,000 knowing that I spent my entire", "start": 61.92, "duration": 4.12 }, { "text": "year working on this that's a really", "start": 64.28, "duration": 4.04 }, { "text": "minimal amount of money so here is the", "start": 66.04, "duration": 5.2 }, { "text": "red pill only 3% of free users will", "start": 68.32, "duration": 5.2 }, { "text": "upgrade to the Premium plan let's take", "start": 71.24, "duration": 3.64 }, { "text": "an example let's say you have a free", "start": 73.52, "duration": 4.08 }, { "text": "plan and a \$10 per month plan that means", "start": 74.88, "duration": 5.12 }, { "text": "your average user is worth 30 cents to", "start": 77.6, "duration": 3.72 }, { "text": "your business now let's say that you", "start": 80.0, "duration": 4.04 }, { "text": "need about \$3,000 per month in order to", "start": 81.32, "duration": 4.439 }, { "text": "maintain your lifestyle that means you", "start": 84.04, "duration": 4.88 }, { "text": "will need 10,000 new users every month", "start": 85.759, "duration": 6.161 }, { "text": "or about 75 5,000 monthly visitors I", "start": 88.92, "duration": 4.199 }, { "text": "don't know how about you but that sounds", "start": 91.92, "duration": 3.08 }, { "text": "like an insane amount of work for a solo", "start": 93.119, "duration": 3.721 }, { "text": "entrepreneurs especially if you have a", "start": 95.0, "duration": 3.799 }, { "text": "925 and you have to handle everything", "start": 96.84, "duration": 3.48 }, { "text": "for your startup from the legal the", "start": 98.799, "duration": 3.28 }, { "text": "customer support and all that so why do", "start": 100.32, "duration": 3.68 }, { "text": "we keep seeing free plans everywhere on", "start": 102.079, "duration": 3.521 }, { "text": "the Internet is because all those", "start": 104.0, "duration": 4.0 }, { "text": "startups are usually VC backed they have", "start": 105.6, "duration": 3.799 }, { "text": "a lot of money so that they can spend", "start": 108.0, "duration": 3.0 }, { "text": "hundreds and thousands of US dollar into", "start": 109.399, "duration": 3.281 }, { "text": "marketing so they collect a bunch of", "start": 111.0, "duration": 3.64 }, { "text": "user feedback and they can build the", "start": 112.68, "duration": 3.92 }, { "text": "next unicorn but if you're like me you", "start": 114.64, "duration": 3.439 }, { "text": "might want to stay solo and you might", "start": 116.6, "duration": 4.0 }, { "text": "have a limited marketing budget if any", "start": 118.079, "duration": 4.561 }, { "text": "and you cannot afford to spend thousands", "start": 120.6, "duration": 4.24 }, { "text": "of US dollar to gather feedbacks so", "start": 122.64, "duration": 4.32 }, { "text": "having a free plan is literally slowing", "start": 124.84, "duration": 3.479 }, { "text": "you down in your journey to get", "start": 126.96, "duration": 3.2 }, { "text": "profitable there are three alternatives", "start": 128.319, "duration": 4.28 }, { "text": "to free plans in case you somehow need", "start": 130.16, "duration": 3.88 }, { "text": "to show a part of your product to", "start": 132.599, "duration": 3.161 }, { "text": "customers before they purchase the first", "start": 134.04, "duration": 3.8 }, { "text": "one is offering free credits you", "start": 135.76, "duration": 3.68 }, { "text": "basically let your users try your", "start": 137.84, "duration": 4.24 }, { "text": "product but for a very limited usage", "start": 139.44, "duration": 4.519 }, { "text": "just so that they know what the product", "start": 142.08, "duration": 3.64 }, { "text": "is about without getting any benefit", "start": 143.959, "duration": 3.801 }, { "text": "from it the second alternative is having", "start": 145.72, "duration": 4.239 }, { "text": "a short free trial with a credit card", "start": 147.76, "duration": 3.8 }, { "text": "ahead so as for the credit card because", "start": 149.959, "duration": 3.401 }, { "text": "you want your users to commit email is", "start": 151.56, "duration": 3.52 }, { "text": "on a commitment a credit card is and", "start": 153.36, "duration": 4.04 }, { "text": "make sure your free Tri is short 7day", "start": 155.08, "duration": 4.519 }, { "text": "maximum in order to people to commit and", "start": 157.4, "duration": 3.64 }, { "text": "the third alternative which is my", "start": 159.599, "duration": 3.28 }, { "text": "favorite as a developer is to take a", "start": 161.04, "duration": 3.839 }, { "text": "standalone feature of your app and make", "start": 162.879, "duration": 3.801 }, { "text": "it as a free tool you could see this for", "start": 164.879, "duration": 4.201 }, { "text": "instance with ahref tool their keyword", "start": 166.68, "duration": 4.68 }, { "text": "research tool is free and if you want to", "start": 169.08, "duration": 4.12 }, { "text": "dig more into it you have to purchase", "start": 171.36, "duration": 3.76 }, { "text": "their membership this is also what I do", "start": 173.2, "duration": 4.08 }, { "text": "with one of my product called logo fast", "start": 175.12, "duration": 3.72 }, { "text": "people can generate logos for their", "start": 177.28, "duration": 3.2 }, { "text": "startup for free and if they want to", "start": 178.84, "duration": 3.64 }, { "text": "build a startup by coding it they would", "start": 180.48, "duration": 3.92 }, { "text": "have to purchase ship fast building free", "start": 182.48, "duration": 3.44 }, { "text": "tools is amazing especially as a", "start": 184.4, "duration": 3.96 }, { "text": "developer because first you fulfill your", "start": 185.92, "duration": 4.28 }, { "text": "developer need of creating things the", "start": 188.36, "duration": 3.68 }, { "text": "second part is a good way for people to", "start": 190.2, "duration": 4.24 }, { "text": "try the product without having to sign", "start": 192.04, "duration": 4.119 }, { "text": "up and everything and the third part is", "start": 194.44, "duration": 3.56 }, { "text": "good for marketing and building a little", "start": 196.159, "duration": 4.08 }, { "text": "audience because you can launch all", "start": 198.0, "duration": 4.36 }, { "text": "those little free tools on product time", "start": 200.239, "duration": 4.08 }, { "text": "tradit hiker news get some traffic and", "start": 202.36, "duration": 3.4 }, { "text": "things will happen you'll learn how to", "start": 204.319, "duration": 3.48 }, { "text": "launch and yeah overall I really", "start": 205.76, "duration": 4.44 }, { "text": "recommend trying out free tools m number", "start": 207.799, "duration": 4.921 }, { "text": "two is the shiny Tech syndrome every", "start": 210.2, "duration": 4.88 }, { "text": "week I would see a tweet about the new", "start": 212.72, "duration": 5.36 }, { "text": "nodejs killer or a YouTube video about", "start": 215.08, "duration": 5.2 }, { "text": "the latest design Trend and the new UI", "start": 218.08, "duration": 3.92 }, { "text": "components library to try out and just", "start": 220.28, "duration": 4.239 }, { "text": "like as a normal developer I spent a lot", "start": 222.0, "duration": 4.28 }, { "text": "of time in the past trying out all those", "start": 224.519, "duration": 3.961 }, { "text": "new tools but as I started to make money", "start": 226.28, "duration": 3.76 }, { "text": "I had less time to try this tool and", "start": 228.48, "duration": 3.28 }, { "text": "spend more time with my users sticking", "start": 230.04, "duration": 3.399 }, { "text": "to the same Tech stack and guess what", "start": 231.76, "duration": 3.559 }, { "text": "happened I not only ship less bug", "start": 233.439, "duration": 3.241 }, { "text": "because I know exactly the tools I'm", "start": 235.319, "duration": 3.56 }, { "text": "using I was also way more productive but", "start": 236.68, "duration": 4.6 }, { "text": "most importantly users don't care about", "start": 238.879, "duration": 4.801 }, { "text": "the invisible users only care about one", "start": 241.28, "duration": 4.44 }, { "text": "thing they want a solution to their", "start": 243.68, "duration": 4.08 }, { "text": "problems and the shape or the color of", "start": 245.72, "duration": 4.0 }, { "text": "the buttons you're using don't matter at", "start": 247.76, "duration": 3.559 }, { "text": "all to them if you're a developer and", "start": 249.72, "duration": 2.92 }, { "text": "you're looking to make money with your", "start": 251.319, "duration": 3.521 }, { "text": "code all those videos and tweets are", "start": 252.64, "duration": 4.2 }, { "text": "pure distraction these new tools and", "start": 254.84, "duration": 4.04 }, { "text": "libraries are like an endless treadmill", "start": 256.84, "duration": 3.48 }, { "text": "every week there will be a new trendy", "start": 258.88, "duration": 3.36 }, { "text": "one or a new better one that improves", "start": 260.32, "duration": 4.0 }, { "text": "the performances and it never stops and", "start": 262.24, "duration": 4.04 }, { "text": "the only way to be productive is to

pick", "start": 264.32, "duration": 3.879 }, { "text": "one text Tack and stick to it if you", "start": 266.28, "duration": 3.56 }, { "text": "don't have a text tack yet I will link", "start": 268.199, "duration": 3.241 }, { "text": "somewhere in the video about the text T", "start": 269.84, "duration": 3.639 }, { "text": "I'm currently using for all my 24", "start": 271.44, "duration": 4.16 }, { "text": "products mistake number three", "start": 273.479, "duration": 4.0 }, { "text": "subscriptions that's a little spicy", "start": 275.6, "duration": 5.4 }, { "text": "topic back in May 2023 I built a landing", "start": 277.479, "duration": 5.681 }, { "text": "page generator using AI people would pay", "start": 281.0, "duration": 4.88 }, { "text": "\$39 and so that they can type a prompt", "start": 283.16, "duration": 4.319 }, { "text": "my software would generate an entire", "start": 285.88, "duration": 3.36 }, { "text": "landing page for them it was working", "start": 287.479, "duration": 3.401 }, { "text": "pretty well it was making about 100 to", "start": 289.24, "duration": 4.04 }, { "text": "\$200 per day I think back then it was my", "start": 290.88, "duration": 4.8 }, { "text": "most successful product and I decided to", "start": 293.28, "duration": 4.44 }, { "text": "change and play around with pricing so I", "start": 295.68, "duration": 4.239 }, { "text": "studied to charge a \$5 per month", "start": 297.72, "duration": 4.88 }, { "text": "subscription instead of a \$39 one time", "start": 299.919, "duration": 4.481 }, { "text": "payment as soon as I pushed the change", "start": 302.6, "duration": 3.68 }, { "text": "live all my sales went down like", "start": 304.4, "duration": 4.639 }, { "text": "literally zero for days I revert back to", "start": 306.28, "duration": 4.359 }, { "text": "the one time payment thing and things", "start": 309.039, "duration": 3.481 }, { "text": "started to pick up again as a developer", "start": 310.639, "duration": 4.081 }, { "text": "or a business owner I love subscription", "start": 312.52, "duration": 4.36 }, { "text": "it has a sense of passing income and", "start": 314.72, "duration": 4.0 }, { "text": "it's helping me predict what's going to", "start": 316.88, "duration": 3.599 }, { "text": "happen the next month but as a user you", "start": 318.72, "duration": 3.24 }, { "text": "probably notice that we hate", "start": 320.479, "duration": 2.801 }, { "text": "subscription there's some kind of", "start": 321.96, "duration": 3.679 }, { "text": "headaches going around is because first", "start": 323.28, "duration": 4.52 }, { "text": "you have to think about the future what", "start": 325.639, "duration": 4.241 }, { "text": "happens if I don't use the product in 2", "start": 327.8, "duration": 4.08 }, { "text": "weeks what happens if I forget to cancel", "start": 329.88, "duration": 3.879 }, { "text": "the subscription there is some mental", "start": 331.88, "duration": 4.2 }, { "text": "process that's required for people to", "start": 333.759, "duration": 4.88 }, { "text": "pay for subscription that doesn't happen", "start": 336.08, "duration": 5.04 }, { "text": "when you charge a onetime payment and so", "start": 338.639, "duration": 5.441 }, { "text": "roughly selling a \$49 onetime payment", "start": 341.12, "duration": 5.639 }, { "text": "product is as hard as selling a \$9 per", "start": 344.08, "duration": 4.72 }, { "text": "month subscription the second drawback", "start": 346.759, "duration": 4.641 }, { "text": "of subscriptions is that users turn all", "start": 348.8, "duration": 4.239 }, { "text": "the time it's not because someone decided", "start": 351.4, "duration": 3.239 }, { "text": "to subscribe today for your software", "start": 353.039, "duration": 3.121 }, { "text": "that they will be paying in 6 months", "start": 354.639, "duration": 3.361 }, { "text": "from now so unless you have an excellent", "start": 356.16, "duration": 4.36 }, { "text": "service your users will anyway way churn", "start": 358.0, "duration": 4.56 }, { "text": "as a business owner you probably have", "start": 360.52, "duration": 4.28 }, { "text": "onetime payments like a book you pay", "start": 362.56, "duration": 4.44 }, { "text": "once and you own it forever is pretty uh", "start": 364.8, "duration": 4.32 }, { "text": "pleasurable for a customer and it's", "start": 367.0, "duration": 3.919 }, { "text": "helping you getting your first sales", "start": 369.12, "duration": 3.359 }, { "text": "online and depending on the product", "start": 370.919, "duration": 3.521 }, { "text": "you're making you might have negligible", "start": 372.479, "duration": 3.84 }, { "text": "costs of running the service for", "start": 374.44, "duration": 3.44 }, { "text": "instance the bandwidth is usually", "start": 376.319, "duration": 3.401 }, { "text": "negligible I have half a million page", "start": 377.88, "duration": 3.36 }, { "text": "views per month on my app and I'm still", "start": 379.72, "duration": 3.96 }, { "text": "on the \$20 per month versal plan so even", "start": 381.24, "duration": 4.32 }, { "text": "if the user end up costing 1 cents per", "start": 383.68, "duration": 3.519 }, { "text": "month you're still Way Beyond", "start": 385.56, "duration": 3.44 }, { "text": "profitability for years and if your", "start": 387.199, "duration": 3.28 }, { "text": "service EXP Lo and there are a bunch of", "start": 389.0, "duration": 3.759 }, { "text": "users coming up you can also grandfather", "start": 390.479, "duration": 4.28 }, { "text": "your current users keep them using the", "start": 392.759, "duration": 3.761 }, { "text": "product for that onetime payment and", "start": 394.759, "duration": 3.72 }, { "text": "start implementing subscription for new", "start": 396.52, "duration": 3.84 }, { "text": "users if you have some kind of recording", "start": 398.479, "duration": 3.56 }, { "text": "cost let's say you are doing an AI", "start": 400.36, "duration": 4.0 }, { "text": "wrapper around the open AI API then you", "start": 402.039, "duration": 4.401 }, { "text": "can try the pay-per-use system just like", "start": 404.36, "duration": 4.2 }, { "text": "open AI you would make them pay for the", "start": 406.44, "duration": 4.4 }, { "text": "usage of your own product this is really", "start": 408.56, "duration": 4.52 }, { "text": "fair for users there's no much mental", "start": 410.84, "duration": 4.4 }, { "text": "energy spent on their side because if", "start": 413.08, "duration": 3.72 }, { "text": "you don't use the product you don't pay", "start": 415.24, "duration": 3.04 }, { "text": "that's very simple and I believe this", "start": 416.8, "duration": 3.72 }, { "text": "pricing model is going to replace most", "start": 418.28, "duration": 3.96 }, { "text": "subscription in a few years I recommend", "start": 420.52, "duration": 3.6 }, { "text": "you to start as simple as you can with a", "start": 422.24, "duration": 3.56 }, { "text": "one time payment of the pay-per-view", "start": 424.12, "duration": 4.639 }, { "text": "system make \$1,000 and then think later", "start": 425.8, "duration": 4.44 }, { "text": "if you need to implement subscriptions", "start": 428.759, "duration": 4.761 }, { "text": "or not mistake number four the H1 tag", "start": 430.24, "duration": 5.2 }, { "text": "first impression matters when you meet", "start": 433.52, "duration": 4.04 }, { "text": "someone randomly in the street how they", "start": 435.44, "duration": 4.199 }, { "text": "behave how they look what they say will", "start": 437.56, "duration": 3.84 }, { "text": "influence every decision you'll make", "start": 439.639, "duration": 3.4 }, { "text": "about this person it's the same with", "start": 441.4, "duration": 3.199 }, { "text": "your website when you're selling a", "start": 443.039, "duration": 3.521 }, { "text": "product online your headline is the", "start": 444.599, "duration": 3.681 }, { "text": "first impression and this is going to be", "start": 446.56, "duration": 3.359 }, { "text": "the most influential part part on", "start": 448.28, "duration": 3.479 }, { "text": "whether people will decide to buy or not", "start": 449.919, "duration": 3.68 }, { "text": "your product in average a website", "start": 451.759, "duration": 3.921 }, { "text": "conversion rate so visitors to customers", "start": 453.599, "duration": 4.44 }, { "text": "is about 2% if you're getting started is", "start": 455.68, "duration": 4.32 }, { "text": "likely going to be more like 1% even", "start": 458.039, "duration": 4.84 }, { "text": "less so for 100 visitors you'll get one", "start": 460.0, "duration": 4.919 }, { "text": "user that means that most of the people", "start": 462.879, "duration": 4.081 }, { "text": "who visit your website will never see", "start": 464.919, "duration": 4.361 }, { "text": "your product but 100% of the people who", "start": 466.96, "duration": 3.6 }, { "text": "visit your website will see your", "start": 469.28, "duration": 3.0 }, { "text": "headline so make sure you spend enough", "start": 470.56, "duration": 3.639 }, { "text": "time crafting a really excellent", "start": 472.28, "duration": 3.56 }, { "text": "headline before launching your headline", "start": 474.199, "duration": 3.481 }, { "text": "should be short trigger an emotional", "start": 475.84, "duration": 4.319 }, { "text": "reaction and answer the question of why", "start": 477.68, "duration": 4.76 }, { "text": "would a random stranger on the internet", "start": 480.159, "duration": 4.6 }, { "text": "give me 1 minute of their very precious", "start": 482.44, "duration": 4.479 }, { "text": "time I wrote a short article about", "start": 484.759, "duration": 3.84 }, { "text": "copyrighting for learning Pages you can", "start": 486.919, "duration": 3.161 }, { "text": "check in the description the link to my", "start": 488.599, "duration": 3.72 }, { "text": "newsletter mistake number five over", "start": 490.08, "duration": 3.6 }, { "text": "engineering for my first", "start": 492.319, "duration": 3.0 }, { "text": "entrepreneurship project I spent an", "start": 493.68, "duration": 3.799 }, { "text": "entire year building a startup I wanted", "start": 495.319, "duration": 4.121 }, { "text": "it to be perfect with a bunch of feature", "start": 497.479, "duration": 4.041 }, { "text": "user onboarding and a dozens of screens", "start": 499.44, "duration": 3.92 }, { "text": "by the end of the year I burn out and I", "start": 501.52, "duration": 4.679 }, { "text": "managed to get zero users and made Zer", "start": 503.36, "duration": 5.559 }, { "text": "actually that's this little first", "start": 506.199, "duration": 4.72 }, { "text": "project right here that you see we've", "start": 508.919, "duration": 3.92 }, { "text": "seen earlier that about 1% of your", "start": 510.919, "duration": 3.68 }, { "text": "landing page will convert into paying", "start": 512.839, "duration": 3.64 }, { "text": "customers so most people will never use", "start": 514.599, "duration": 3.24 }, { "text": "your product and to avoid shipping", "start": 516.479, "duration": 2.841 }, { "text": "features that people don't need I", "start": 517.839, "duration": 3.721 }, { "text": "recommend you to try the 24 hours", "start": 519.32, "duration": 4.159 }, { "text": "startup framework if you had to create", "start": 521.56, "duration": 3.959 }, { "text": "any startup in 24 hours how it would", "start": 523.479, "duration": 4.121 }, { "text": "look like if we talk about Airbnb it", "start": 525.519, "duration": 4.121 }, { "text": "could be just a single spreadsheet and", "start": 527.6, "duration": 4.12 }, { "text": "if we are remaking Instagram that could", "start": 529.64, "duration": 4.04 }, { "text": "be a public Google Drive I'm

not saying", "start": 531.72, "duration": 3.6 }, { "text": "you should Che a sketchy version of your", "start": 533.68, "duration": 3.2 }, { "text": "product but I'm saying that instead of", "start": 535.32, "duration": 3.48 }, { "text": "having a big master plan for your", "start": 536.88, "duration": 4.72 }, { "text": "startup start with a very tiny version", "start": 538.8, "duration": 4.88 }, { "text": "the 24 hours version of your startup as", "start": 541.6, "duration": 4.4 }, { "text": "a b line and start building from there", "start": 543.68, "duration": 4.399 }, { "text": "in my case I remove a bunch of things", "start": 546.0, "duration": 3.72 }, { "text": "from the first version of the product", "start": 548.079, "duration": 3.161 }, { "text": "there are three categories the first one", "start": 549.72, "duration": 2.96 }, { "text": "is that I remove anything that's", "start": 551.24, "duration": 3.2 }, { "text": "invisible to the customer so I do not", "start": 552.68, "duration": 4.52 }, { "text": "test my code I do not use git branches I", "start": 554.44, "duration": 4.56 }, { "text": "ship directly to production and I do not", "start": 557.2, "duration": 3.6 }, { "text": "use typescript and there is a big", "start": 559.0, "duration": 3.839 }, { "text": "support button on the website in case if", "start": 560.8, "duration": 3.64 }, { "text": "anything goes wrong but that really", "start": 562.839, "duration": 3.12 }, { "text": "doesn't open open the second part is", "start": 564.44, "duration": 3.16 }, { "text": "that I remove everything that doesn't", "start": 565.959, "duration": 3.801 }, { "text": "have Direct Value to the customer so", "start": 567.6, "duration": 4.239 }, { "text": "there is no dark mode there is no", "start": 569.76, "duration": 4.12 }, { "text": "professional logo there is no reset", "start": 571.839, "duration": 4.281 }, { "text": "password form for instance and finally I", "start": 573.88, "duration": 4.56 }, { "text": "remove any secondary feature customers", "start": 576.12, "duration": 4.0 }, { "text": "come to my website because they have one", "start": 578.44, "duration": 3.44 }, { "text": "problem and that problem is usually", "start": 580.12, "duration": 3.88 }, { "text": "solved with one feature anything that is", "start": 581.88, "duration": 4.079 }, { "text": "not about that feature will be removed", "start": 584.0, "duration": 4.24 }, { "text": "from the verse version of my product the", "start": 585.959, "duration": 4.44 }, { "text": "goal here is to launch your product fast", "start": 588.24, "duration": 4.96 }, { "text": "so you get real user feedback early and", "start": 590.399, "duration": 4.361 }, { "text": "you can build the right features for", "start": 593.2, "duration": 3.24 }, { "text": "them and make some money I have been", "start": 594.76, "duration": 3.6 }, { "text": "building tiny startups in public on", "start": 596.44, "duration": 4.48 }, { "text": "Twitter with 100 of other developers and", "start": 598.36, "duration": 4.36 }, { "text": "the five mistakes I just shared is", "start": 600.92, "duration": 3.8 }, { "text": "usually what sets apart the solo", "start": 602.72, "duration": 3.559 }, { "text": "developers who actually end up making", "start": 604.72, "duration": 3.4 }, { "text": "money with a site project and those who", "start": 606.279, "duration": 3.841 }, { "text": "don't I hope this video is helpful if it", "start": 608.12, "duration": 3.2 }, { "text": "is please let me know if you could", "start": 610.12, "duration": 2.24 }, { "text": "subscribe to the channel That would", "start": 611.32, "duration": 2.48 }, { "text": "means a lot and if you're one of those", "start": 612.36, "duration": 3.159 }, { "text": "developer who overthink their side", "start": 613.8, "duration": 3.12 }, { "text": "project I'm going to share a link to a", "start": 615.519, "duration": 3.401 }, { "text": "video where I shipped a software in 3", "start": 616.92, "duration": 3.24 }, { "text": "days all right that was it for this", "start": 618.92, "duration": 2.919 }, { "text": "video and until the next one I hope you", "start": 620.16, "duration": 4.64 }, { "text": "just ship it", "start": 621.839, "duration": 2.961 } ]