

FILTERS



LATEST ADDITIONS

COLLAPSE

WEEK 9



zoom

Ops Considerations for Africa, moderated by Sam Hashi (Lateral Capital)

NAIROBI

VIDEO



WEEK 10



Antler Investment Documents

NAIROBI

LINK



WEEK 10



zoom

GTM Master Class

Topic: Antler Nairobi : NAI3 Cohort 3 Date: Nov 9, 2020 08:39 AM Nairobi Meeting Recording:
https://zoom.us/rec/share/eFu9l-6hNsChR8dHygoGiGt_a6TrGBjfp7IsVOGxNuFQdWpizt6OCXRkpit9vElc.9kX_JH6nrJxSeQJ7



NAIROBI



PRE-PROGRAM

NAIROBI

COLLAPSE ▲

Pitching Investors

AB Master Class



REFERENCE DOCUMENTS

GLOBAL

COLLAPSE ▲

Growth Marketing: Facebook, Instagram and Tiktok ads 101 with Pivot CMO

In this 60 minute masterclass our marketing experts, Serial Growth Entrepreneur Shawn Sheikh and Daniel from Pivot CMO, will show us live step-by-step how to build a full-funnel Facebook account ...



Startup Skills Series: Sales

In this fireside chat, we meet Jonathan Forster. He was one of the very first employees at Spotify, the music streaming service. He joined to lead their sales and marketing and stayed at the compa...

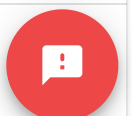


No-Code for Startups with Airtable

An introduction to no code tools like Airtable and Zapier. We'll cover how they can be leveraged by early-stage companies to build foundational workflows and automate tasks. This is a session for...



Best practice for asking for introductions





Startup Skills Series: Customer Success

How to successfully sell and partner with large corporations Fireside chat about customer success with Kelly Hook, Head of Customer Success for Orderful, an a16z-backed supply chain Startup...



Webinar recording: The Top 15 Growth Tactics of 2020

In this session, Aadil Razvi from Demand Curve will share the top 15 growth trends they see this year.



Effective feedback sessions

A guideline to having effective feedback sessions



A guide to how cap tables, shares and valuations work when founding a new company

A guide to how cap tables, shares and valuations work when founding a new company



Antler VC Cast Episode 2: Creating content people care about with Nas Daily



Antler VC Cast Episode 1: Balancing Sustainability and Profitability with Steve Melhuish



Sample: xNomad Deck



Lessons from Emerging Markets: Successful Startups Database

Emerging Market startups that have either raised >USD100m since their inception in 2010 - 2015, or more recent startups that have raised >USD10m in the last 5 years.



Day 5 | Andreas Birnik Masterclass on Ways to Innovate + Africa/Emerging Markets Overview

Day 5 | Andreas Birnik Masterclass on Ways to Innovate + Africa/Emerging Markets Overview Date: Sep 11, 2020 08:52 AM Nairobi Meeting Recording:...



Day 1 | Founder Intros + Greg Rockson's Keynote

Day 1 | Founder Intros + Greg Rockson's Keynote Start Time : Sep 7, 2020 08:51 AM Meeting Recording: <https://zoom.us/rec/share/NOF9pOUseV6l-...>



Day 4 | AB problem-solving master class + Issue Tree exercise presentations.

Day 4 AB problem-solving master class + Issue Tree exercise presentations. Date: Sep 10, 2020 09:02 AM Nairobi Meeting Recording:...



Day 3 | Finding the right co-founder + Design Sprint 1 Presentations

Day 3 | Finding the right co-founder + Design Sprint 1 Presentations Start Time : Sep 9, 2020 01:33 PM Meeting Recording:...



Day 2 | Go to market Archetypes | Andreas Birnik Master Class 1

Day 2 - Andreas Master Class + Design Sprint 1 Start Time : Sep 8, 2020 08:59 AM Meeting Recording: <https://zoom.us/rec/share/JmmPPh5VNpsGA3Yg4xfeFkIDFkTg6w3-...>





Problem Solving



Lessons From Emerging Markets



MasterClass: Go To Market Archetypes



Got To Market Archetypes - Cohort Expertise



Design sprint 2



Finding Your Co-Founder + Marshmallow Challenge + OCEAN



Day 3 Wrap up & Next Day Agenda















MasterClass: Ways to Innovate



Day 2 Wrap Up & Next Day Agenda















  
Design Sprint 1
  
MasterClass: Finding Your Startup Idea
  
Program Overview & COVID Practicalities
  

WEEK 2

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Week 2 Day 3 Wrap Up
  
Design Thinking For Startups
  
NAI 3 Day 6 Design Sprint 2 Presentations + How to Validate Masterclass Date: Sep 14, 2020 09:00 AM Nairobi Meeting Recording: https://zoom.us/rec/share/gP-DG5bC2F0P-MUnIFWfo4xpXqRlaKaicTnYDVumbTvtX72C1Bz00xE8c2VgWarQ.lziUXKYqQKL9djjO Access Passcod...
  
Design Sprint 3: Industries
  

How to Validate



WEEK 3

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Sample: Zumi Deck



Story Telling Masterclass

Please find ZUMI pitch deck here > https://docs.google.com/presentation/d/1-MHuEZjNiYqBW2pnADro3hCWYQfxNuit0XCbX_8AUI/edit#slide=id.p1



VC Panel with Zach G. (Launch Africa) and Sam H. (Lateral Capital)

Access Passcode: 3QJl@#86



Product-Market Fit and Early B2C/B2B Customer Acquisition



NAI3 Trackout Guide



Business Model Performance



Product-Market fit and early B2C/B2B customer acquisition

Product Market Fit and early B2B, B2C customer acquisition.

Resources

LIBRARY PROGRAM

WEEK 4 NAIROBI

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Metrics and Benchmarks

Andreas Birnik Masterclass



What Makes a Great Founder



What makes a Great Founder - Quotes



What Makes a Great Founder

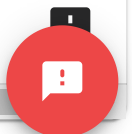


WEEK 5 NAIROBI

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UX Master class

UX INTRODUCTION by MICHAEL MULI



Friday Team Pitches

Password : antler@nairobi3



Marketing for Startups

Password: nairobi@antler3



Marketing for Startups



Ops Considerations for Africa, moderated by Sam Hashi (Lateral Capital)



Unit Economics Recording Access Passcode: nairobi@antler3



Unit Economics Worksheet

