PRACTICAL RESOURCE / STARTUPCOACH

First Offer

startupcoach.cc

Your First Offer

Make the work understandable and deliverable.

Who It Is For

Customer:

Specific situation:

Problem in the customer's words:

The Offer

I help _____ with _____ by delivering _____.

Boundaries

Included deliverables:

Not included:

Customer inputs and approvals:

Review / revision limits:

Completion criteria:

Evidence

Relevant experience I can substantiate:

Demonstration I can show honestly:

Claims I should NOT make:

A Small Pilot

Question the pilot investigates:

What the buyer receives regardless of outcome:

Proposed scope:

Dependencies:

How I will record effort and feedback:

Next Conversation

A relevant person:

A genuine reason to ask:

The question I will ask:

What I learned:

Educational template. Adapt to your circumstances; no business outcome is guaranteed.