

Lean Startup Business Plan



01	PROBLEM <ul style="list-style-type: none">List a frustration your target market hasGetting kids to sleep is a choreDifficulty in finding bedtime stories that children enjoy Existing Alternatives <ul style="list-style-type: none">List a potential competitor and their offeringWygina's lullaby appTektias's children's stories collection	05	SOLUTION <ul style="list-style-type: none">List how your business can solve a customer's problemA vast library of bedtime stories to suit any child's tasteThe app is easier to use and more portable
02	UNIQUE VALUE PROPOSITION <ul style="list-style-type: none">Write about what makes your product special so you can convince a stranger to become your customer. High-Level Concept <ul style="list-style-type: none">Provide a short, catchy, easy-to-remember description of your product	06	KEY METRICS <ul style="list-style-type: none">List a metric by which you measure the success of your businessReach 1 million app downloads in 203090% user retention rate after 5 years
03	CUSTOMER SEGMENTS <ul style="list-style-type: none">List personas of the people that you expect to use your productParentsGrandparents Early Adopters <ul style="list-style-type: none">List specific characteristics of your early adoptersWorking moms who do not have time to buy and read booksGrandparents who enjoy spending time with their grandchildren	07	UNFAIR ADVANTAGE <ul style="list-style-type: none">List what sets you apart from competitorsEducational stories that enrich children's imaginationStories with interactive dialogue, immersive graphics, and soothing music
04	COST STRUCTURE <p>What are the fixed and variable costs to launch your product or service? Consider the cost at each stage from setting up a website, hiring employees, production, marketing, and bringing them to consumers.</p>	08	CHANNELS <ul style="list-style-type: none">List the ways you plan to reach your audienceSocial media platformsMobile app
		09	REVENUE STREAMS <p>How will you generate income? Show a pricing model of your product or service and include other revenue sources, such as sales and subscription fees.</p>

Business Plans That Work

Xiang Xie



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