



# Lean Startup Business Plan

<b>PROBLEM</b> <span style="float: right;"><b>01</b></span>	<b>SOLUTION</b> <span style="float: right;"><b>05</b></span>
<ul style="list-style-type: none"> <li>List a frustration your target market has.</li> <li>Gamer essentials are too expensive, without much difference in features</li> <li>Most products are limited to wealthier gamers</li> </ul> <p>Existing Alternatives</p> <ul style="list-style-type: none"> <li>List a potential competitor and their offering.</li> <li>Pin &amp; Ark has a trendier marketing approach that appeals to all demographics</li> <li>Wrode Co. has a "for students" essentials line</li> </ul>	<ul style="list-style-type: none"> <li>List how your business can solve a customer's problem.</li> <li>Offer innovative gaming products at a friendlier price.</li> <li>Appeal to a younger demographic who use allowances for their gaming needs</li> </ul>
<b>UNIQUE VALUE PROPOSITION</b> <span style="float: right;"><b>02</b></span>	<b>KEY METRICS</b> <span style="float: right;"><b>06</b></span>
<ul style="list-style-type: none"> <li>Write about what makes your product special so you can convince a stranger to become your customer.</li> </ul> <p>High-Level Concept</p> <ul style="list-style-type: none"> <li>Provide a short, catchy, easy-to-remember description of your product</li> </ul>	<ul style="list-style-type: none"> <li>List a metric by which you measure the success of your business.</li> <li>10% profit increase by our third year</li> <li>Increased customer retention rate at the end of each year</li> </ul>
<b>CUSTOMER SEGMENTS</b> <span style="float: right;"><b>03</b></span>	<b>UNFAIR ADVANTAGE</b> <span style="float: right;"><b>07</b></span>
<ul style="list-style-type: none"> <li>List personas of the people that you expect to use your product.</li> <li>Students</li> <li>Professionals</li> </ul> <p>EARLY ADOPTERS</p> <ul style="list-style-type: none"> <li>List specific characteristics of your early adopters.</li> <li>Students who see gaming as a break from the stress of academic demands</li> <li>Professionals who appreciate gaming as a means to unwind from the five-day workweek</li> </ul>	<ul style="list-style-type: none"> <li>List what sets you apart from competitors.</li> <li>Budget-friendly games and other essentials for younger gamers</li> <li>New features that work across multiple gaming devices.</li> </ul> <p>CHANNELS</p> <ul style="list-style-type: none"> <li>List the ways you plan to reach your audience.</li> <li>Physical store</li> <li>Social media</li> </ul>
<b>COST STRUCTURE</b> <span style="float: right;"><b>04</b></span>	<b>REVENUE STREAMS</b> <span style="float: right;"><b>08</b></span>
<ul style="list-style-type: none"> <li>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.</li> </ul>	<ul style="list-style-type: none"> <li>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.</li> </ul>

# **Business Plans That Work A Guide For Small Business**

**Andrew Zacharakis, Stephen  
Spinelli, Jeffrey A. Timmons**



## **Business Plans That Work A Guide For Small Business:**

**Business Plans that Work: A Guide for Small Business 2/E** Andrew Zacharakis, Stephen Spinelli, Jeffrey A.

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**The Unofficial Guide to Starting a Small Business** Marcia Layton

Turner, 2011-08-24 The inside scoop for when you want more than the official line Want to be your own boss but aren't quite sure how to make it happen This savvy guide will show you the way Now revised and updated to cover the latest regulations techniques and trends it walks you step by step through the entire start up process from coming up with a business plan and lining up financing to setting up shop marketing to your customer base and dealing with accounting taxes insurance and licenses Packed with real world tips and tricks that you won't find anywhere else it delivers all the know how you need to declare independence from the 9 to 5 world launch your business and watch the profits grow Vital Information on real world entrepreneurship that other sources don't reveal Insider Secrets on how to secure financing and choose a winning location Money Saving Techniques including low cost ways to market your business Time Saving Tips for creating a business plan and handling legal and accounting basics The Latest Trends including how to launch a profitable home or Web based business Handy Checklists and Charts to help you plan your start up and succeed in the marketplace

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**Guide to Small Business Consulting Engagements** ,1987      **How to Start a Home-Based Catering Business,**  
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updated the book that has helped over 1 million businesses get up and running Both new and established businesses will benefit from Anatomy of a Business Plan s mix of time tested planning strategies and an entirely new chapter on marketing techniques

**New Venture Management** Donald F. Kuratko, Jeffrey S. Hornsby, 2017-07-06 This book offers students a comprehensive accessible guide to launching and managing a new venture Beginning with the planning process and continuing to marketing financing and growth it gives students the insights and practical skills they need to be successful entrepreneurs This edition s structure aligns more logically with the venture s lifecycle so the reader is equipped to develop a strong business model The authors combine updated planning exercises end of chapter consultation questions and a sample business plan with new material including a new chapter on ideation the Business Model Canvas and lean start up that covers the latest methodology in idea generation and opportunity recognition to provide a tool for developing a business concept a new chapter on the various pathways for creating a new venture including setting up an online venture as well as managing the day to day aspects of running a business a revised chapter on start up capital and crowdfunding that helps students raise capital through social media a revised chapter on managing growth through HR planning helping students to navigate growth on a global level successfully and ethically Students in entrepreneurship and new venture management classes will find New Venture Management a valuable resource A companion website features an instructor s manual test bank PowerPoint slides and further resources to aid instructors and students in applying their knowledge

Business Plans that Work Alice H. Magos, Steve Crow, 2003 The elements of successful business plans explained by the leading provider of business information

*Resources in education* , 1988-05

*The Insider's Guide to Small Business Loans* Dan M. Koehler, 2000 Packed with helpful resources such as SBIC directories SBA offices microloan lenders a nd a complete nationwide listing of certified and preferred lenders plus more than a dozen invaluable worksheets and forms

The Small Business Start-up Guide Hal Root, Steve Koenig, 1998 A surefire blueprint to successfully launch your own business

*The Hidden Treasure Book* Printmedia Books, 2006-04

*Small Business Sourcebook* , 2007-12

**Anatomy of a Business Plan** Linda Pinson, Jerry Jinnett, 1993 The carefully written well thought out business plan fell out of fashion in the dot com craze but in the year following the technology stock market crash it has become apparent that this basic building block of business is an entrepreneur s best friend Award winning author and business planning expert Linda Pinson has updated the book that has helped over 1 million businesses get up and running Both new and established businesses will benefit from Anatomy of a Business Plan s mix of time tested planning strategies and an entirely new chapter on marketing techniques

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