## **How To Start A Business Without Any Money**

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your guide to finally building that side hustle that you ve been dreaming of the first step is always the most difficult this book helps you take that first step and move towards a real side hustle

24 steps of the ebook 1 market segmentation 2 beachhead market 3 end user profile 4 beachhead total addressable market tam 5 persona 6 life cycle use case 7 high level product specifications 8 quality value proposition 9 next 10 customers 10 define your core 11 chart competitive position 12 determine the decision making unit 13 map customer acquisition process 14 follow on tam 15 design business model 16 pricing framework 17 lifetime value Itv 18 map sales process 19 cost of customer acquisition coca 20 identify key assumptions 21 test key assumptions 22 define minimum viable business product mvbp 23 show the dog will eat their own dog food 24 develop a product plan classification of these 24 steps these 24 steps are classified into 3 different parts 1 customer understanding the first few chapters of this ebook revolve around customer understanding 2 product solution service once you understand the customer you will be able to figure out if your product solution or service is able to solve the burning problem of the customer 3 strategy when you have understood your customer and have launched the product it is the time for strategy you make some assumptions business plan and calculate the cost of business acquisition remember customer are given a lot of focus because entrepreneurs get too passionate and assume that whatever they are doing is right so they have so much assumptions and hunch which is a strong internal voice that says whatever you are doing is right and suddenly when they go to the market they fail because they are not prepared as they don t understand the competition and market dynamics later you spend a lot of money and face many failures you get successful after all this but you need to take care that you should watch these 24 chapter around these 3 sections ways to do a startup 1 passion some people are passionate and they believe that they can build a company of rs 500 crore 2 technology some people can make a technology that becomes intellectual property they also believe that even if they are unable to form a big organization they can sell the technology to someone 3 idea some people have a very strong idea and they can create a big company by hiring the people of technology and marketing you should start a startup when your idea and strategy is strong and you also have the knowledge of technology steps to move from passion to idea and technology 1 knowledge deep knowledge of a subject 2 capability 3 network the people you know and are going to support you when you start a startup 4 financial assets as it is said that 95 of the startups fail in the 3 years of

execution it happens because of the lack of finances 5 established brand you need to check whether you already have an established brand or you have something on which you can build something the brand can also be of your co founder or you can partner with someone who has a big brand in such a case you have an added advantage 6 past work experience 7 commitment you need to check how much you are committed towards your idea or technology 8 find a founding team startup is not a lonely journey and therefore you will have to find a founding team there are many individuals who are founders on their own but they set up a very strong management team the future of india is in your hands so create it as this is your moment

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