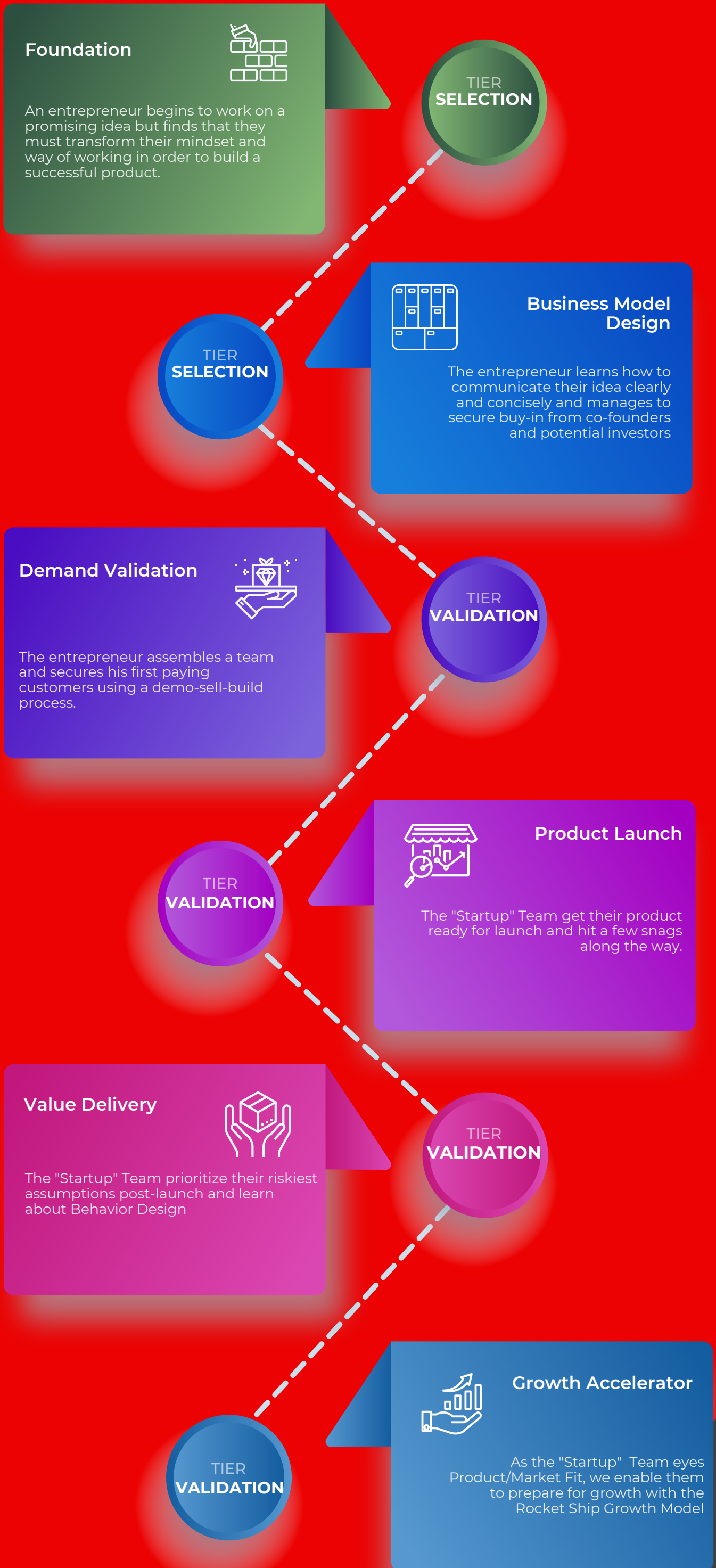# STARTUPBAY  STARTUPBOOST

powered with **LEANSTACK**

## OVER 1500 STARTUPS HAVE LAUNCHED THEIR BUSINESS WITH OUR "CONTINUOUS INNOVATION SERIES" PROGRAM

**A global entrepreneurship program designed to help founders achieve an accelerated growth**

### Foundation

An entrepreneur begins to work on a promising idea but finds that they must transform their mindset and way of working in order to build a successful product.

**TIER SELECTION**

**TIER SELECTION**

### Business Model Design

The entrepreneur learns how to communicate their idea clearly and concisely and manages to secure buy-in from co-founders and potential investors

### Demand Validation

The entrepreneur assembles a team and secures his first paying customers using a demo-sell-build process.

**TIER VALIDATION**

**TIER VALIDATION**

### Product Launch

The "Startup" Team get their product ready for launch and hit a few snags along the way.

### Value Delivery

The "Startup" Team prioritize their riskiest assumptions post-launch and learn about Behavior Design

**TIER VALIDATION**

**TIER VALIDATION**

### Growth Accelerator

As the "Startup" Team eyes Product/Market Fit, we enable them to prepare for growth with the Rocket Ship Growth Model

# 10 workshops that will place your startup on a road to infinite growth

## VALIDATION TIER – 90 DAYS

**The 3P Progress Report**
W7
Pitch your business model to key stakeholders
*Program details provided post selection tier*

**Mafia Offer Delivery**
W6
Assembling, delivering, and testing mafia offers
*Program details provided post selection tier*

**Problem/Solution Fit**
W5
Deeper dive on problem / discovery / solution design
*Program details provided post selection tier*

**Solution Design**
W4
Learn how to design your solution
*Program details provided post selection tier*

**Customer/Problem Fit**
W3
Learn how to prioritize problems worth solving.
*Program details provided post selection tier*

**Problem Discovery**
W2
Learn how to understand customers using carefully scripted interviews
*Program details provided post selection tier*

**90-Day Cycle**
W1
Learn how to systematically test your business model using 90-Day cycles.
*Program details provided post selection tier*

## SELECTION TIER – 30 DAYS

**Stress Test Your Idea For Viability and Fesibility**
W3
Too many entrepreneurs rush outside the building with a product only to find out months later that they are chasing too small an idea. In this workshop you'll learn how to test whether your idea is worth pursing in 5 minutes versus 5 months.

**Stress Test Your Idea For Desirability**
W2
As entrepreneurs, we are charged with building better products, but what does better even mean? This is the million (or billion) dollar question that we'll cover in this workshop

**Continuous Innovation Framework**
W1
What separates successful entrepreneurs isn't differing skillsets, but differing mindsets. In this workshop, you'll learn the key mindsets and strategies for building the next generation of products that matter

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