

Problem

List your top 1-3 problems.

Solution

Outline a possible solution for each problem.

Unique Value Proposition

Single, clear, compelling message that states why you are different and worth paying attention.

Unfair Advantage

Something that cannot easily be bought or copied.

Customer Segments

List your target customers and users.

Existing alternatives

List how these problems are solved today.

Key Metrics

List the key numbers that tell you how your business is doing.

High-level Concept

List your X for Y analogy e.g. YouTube = Flickr for videos

Channels

List your path to customers (inbound or outbound).

Early Adopters

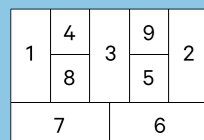
List the characteristics of your ideal customers.

Cost Structure

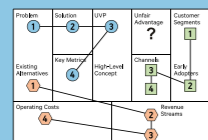
List your fixed and variable costs.

Revenue Streams

List your sources of revenue.



Canvas Fill Order



Risk Iteration Path