

HOW TO START A START-UP



live in the future,
ahead of your time



what is missing
in the world?



write it down
and bounce
ideas around



make a
prototype



show the prototype
to 100 people



launch - let
everyone know you
have made something



look for **funding**
and build version
one at the same time



register your C-corp,
split **equity**



find a **co-founder**



iterate on the prototype
until it makes sense



follow up with
users. Are they
coming back?

yes, they are
coming back

no, they come
and left

1,000

get to 1,000 **users**



grow 5% a week
(hard, but proven
possible)

2018

keep growing
for another 4 years,
and at that rate you
will reach
25 million users



launch again (after iterating)
launch until users
stay (AirBnB launched 3 times)



SUCCESS

A

Startup Guide

Bill Robb



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