

# 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

**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

no, they come  
and left



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



**SUCCESS**



# Startup Guide

**DJ Losen**



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