CUSTOMER FEEDBACK NIGHT

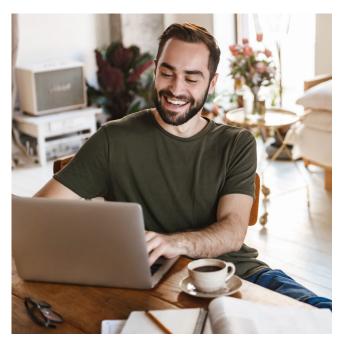
W W W . S T A R T M E S P A R T A N B U R G . C O M











Week Eight Objectives

- Gather key business feedback from community members
- Debrief with your peers and team

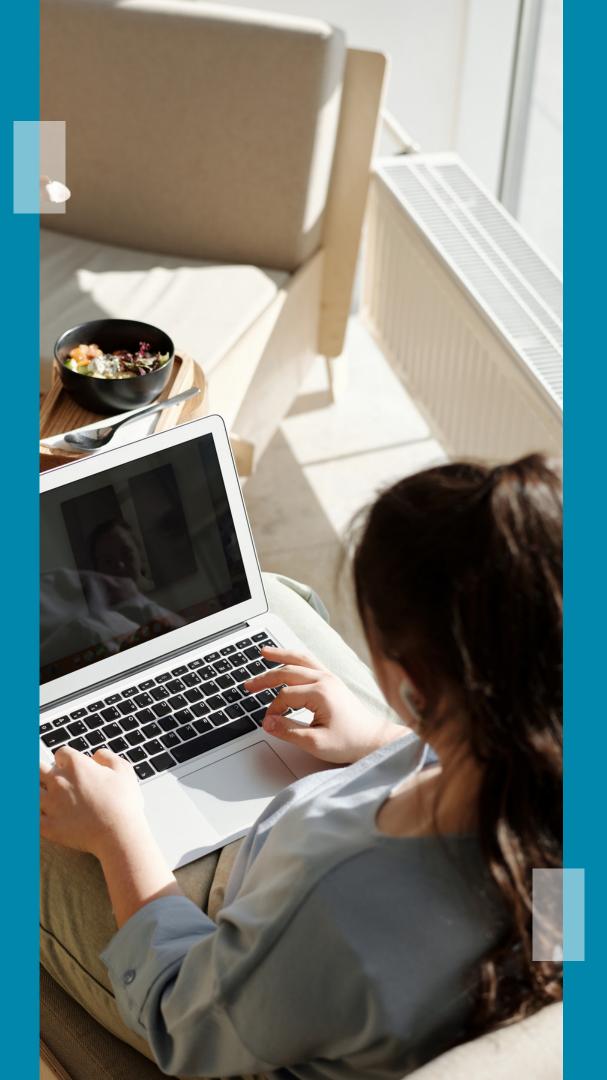
Room Assignment:	
ROOM ASSISTMENT	

Reminders

- Customer night is just for practice.
- Be sure to interact with your audience.
- Be an active audience member.
- You can accept feedback <u>without</u> agreeing.

Debrief Your Feedback

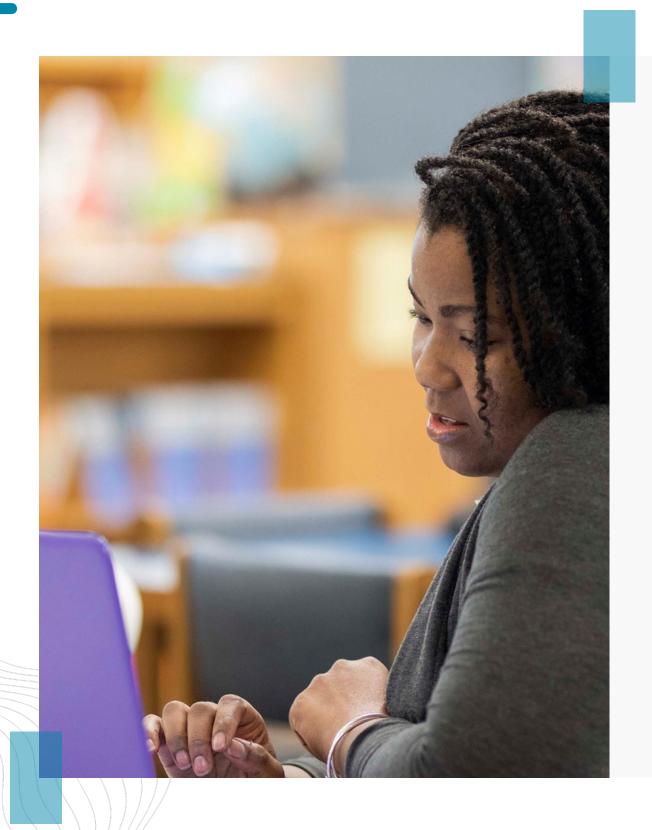
- Themes in feedback/questions from audience members.
- Key questions for customer interviews.
- Steps to prepare for interviews.



Assignments:

- Debrief with your mentors; identify key takeaways from Customer Feedback Night.
- Revise your business plan.
- Revisit financial plan.

CUSTOMER FEEDBACK NIGHT





Week Eight Homework



- Review your pitch feedback with your mentor(s)
- Continue to work on business plan.

To access online materials and PowerPoints, use the QR code and password "imallin".