

CARD 04 ITERATE

Lead Roles:
Hacker (Build & Launch)
Handler (Budget & Timeline)

1. PRICING STRATEGY:
• Target Pricing Model: <i>(e.g., B2B Monthly SaaS, Per-Unit Margin, Performance-Based Fee)</i>
• Target Price Point: <i>(Estimated price customers are willing to pay based on interview data)</i>
• Willingness-to-Pay Signal: <i>(Describe how you verified that customers would pay for this solution.)</i>

2. MICRO-BUDGET EXPENDITURE LOG		
Seed Fund:		\$
Expense Breakdown:		
1.	\$	
2.	\$	
3.	\$	
4.	\$	
5.	\$	
6.	\$	
7.	\$	
8.	\$	
9.	\$	
10.	\$	
Total Expenses		\$
Target Sales		\$
Expected ROI %		\$

4. MINIMUM VIABLE Product (MVP) Scope Definition: <i>(Refine your business concept based on customer interviews, design a testable value offer, and blueprint the MVP to be built if selected as a Finalist.)</i>
Briefly describe the absolute simplest version of your prototype <i>(software, service blueprint, hardware sample, or manufacturing batch)</i> .

Sign-Off Checklist

- ☐ Preliminary pricing strategy drafted.
- ☐ Micro-budget fully reconciled.
- ☐ MVP Blueprint drafted and ready for execution.