



TRUE STAR LEADERSHIP

Key Partners	Key Activities	Value Propositions	Customer Relationships	Customer Segements
<p>Who are your key Partners?</p>	<p>What Key Activities do your Value Propositions Require?</p>	<p>Which one of your customer's problems are we helping to solve or which customer needs are we satisfying? What is the specific product/service? What are the features that match the customer needs?</p>	<p>How will you Get, Keep and Grow Customers?</p>	<p>For who are we solving a problem or fullfilling a need? Who are the customers? Does the value proposition match their needs?</p>
	<p>Key Resources</p> <p>What Key Resources (Suppliers, teachers, etc.) do your Value Propositions require?</p>		<p>Revenue Streams</p> <p>Through which Channels do your customer Segments want to be reached?</p>	
<p>Cost Structure</p>		<p>Revenue Streams</p>		
<p>What are the most important costs in your business model?</p>		<p>What is the revenue model? What are the pricing tactics? For what value are your customers willing to pay?</p>		

Call John Thalheimer at 615-461-0303 for expert help