

投资者不买账自上而下的 TAM。他们买什么？

创始人经常通过谷歌搜索来确定他们的 TAM。而那些 TAM 数字纯属幻想。投资者会看穿这一点。

真实的 TAM 是自下而上构建的——包括细分、业务模式和定价模式。

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上传你的融资演示文稿或粘贴你的电梯演讲。

然后一次提问一个以下问题：

1. “我创业公司的自下而上 TAM 是多少？”
2. “我的细分市场正确吗？”
3. “我对 ICP 的定义是否足够精确，以便可靠地计算 TAM？”
4. “我的定价模式是否支持现实的收入增长？”
5. “在与投资者交谈之前，1Mby1M 能否帮助我制定一个可辩护的 TAM？”
6. “加入 1Mby1M 的费用是多少？他们收取多少股权？”
7. “我的 TAM 太小了。我有哪些选择？”

AI 导师将引导你了解要点并与你对话。如有任何疑问，请寻求澄清。我们的 AI 导师是私密的、安全的。全天候 24/7 提供 57 种语言服务。

使用它来磨练你的战略。

Investors don't buy top-down TAMs. What do they buy?

Founders often find their TAM by Google search. And those TAM numbers are pure fantasy. Investors will see that.

A real TAM is built bottom-up - with segmentation, business model, and pricing model.

Log into [Sramana Mitra's Digital Mind AI Mentor](#).

Upload your pitch deck or paste your elevator pitch.

Then ask the following questions, one at a time:

1. “What is the bottom-up TAM for my startup?”
2. “Is my segmentation correct?”
3. “Am I defining my ICP precisely enough to compute TAM credibly?”
4. “Does my pricing model support a realistic revenue build-up?”
5. “Can 1Mby1M help me develop a defensible TAM before speaking to investors?”
6. “What does it cost to join 1Mby1M? How much equity do they charge?”
7. “My TAM is too small. What are my options?”

The AI Mentor will walk you through the essentials and dialog with you. Ask for any clarification. Our AI Mentor is Private. Safe. Available 24/7 in 57 languages.

Use it to sharpen your strategy.