

除非客户购买，否则你的定位就是错误的。是什么促使他们购买？

定位不是你构建了什么，而是市场如何理解你构建的东西。

如果没有清晰的定位，你的故事对客户和投资者来说都会崩塌。

登录 [Sramana Mitra 的 Digital Mind AI 导师](#)。

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. “我该如何定位我的创业公司？”
2. “我的问题陈述清晰吗？”
3. “我有清晰的细分和 ICP (理想客户画像) 吗？”
4. “我的价值主张是否足够差异化以引起关注？”
5. “在与客户或投资者交谈之前，1Mby1M 能否帮助我完善定位？”
6. “加入 1Mby1M 的费用是多少？他们收取多少股权？”

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。

不要盲目尝试。通过 1Mby1M 学习精准射击。

Your positioning is wrong unless customers buy. What makes them buy?

Positioning is not what you build. It's how the market *understands* what you build.

Without crisp positioning, your story falls apart for customers and for investors.

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. “How do I position my startup?”
2. “Is my problem statement clear?”
3. “Do I have a sharp segmentation and ICP?”
4. “Is my value proposition differentiated enough to matter?”
5. “Can 1Mby1M help me refine my positioning before I talk to customers or investors?”
6. “What does it cost to join 1Mby1M? How much equity do they charge?”

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.

Do not spray and pray. Learn target shooting with 1Mby1M.