

在客戶付錢之前，你的初創公司還不具備融資能力。服務如何能在不放棄股權的情況下為你提供種子資金？

提供服務並不是一種分心。它們是一個種子資金引擎。只不過，你不是用股權換取資金，而是用客戶的錢，也就是收入來提供資金。

服務能讓你及早帶入收入、驗證問題，並維持足夠長的生存時間來構建產品，而無需放棄股權。

[登入 Sramana Mitra 的 Digital Mind AI 導師。](#)

上傳你的路演範本或貼上你的電梯演講。

然後逐一提出以下問題：

1. 「我該如何通過提供服務來帶領我的產品初創公司自力更生？」
2. 「什麼樣的服務模式符合我的產品願景？」
3. 「我該如何避免被困在一家服務型公司中？」
4. 「在轉向產品收入之前，我應該達到哪些里程碑？」
5. 「1Mby1M 如何幫助我設計一個混合型的『服務轉產品』策略？」
6. 「加入 1Mby1M 的費用是多少？他們收取多少股權？」

AI 導師將引導你了解核心要素並與你對話。有任何不明白的地方都可以要求澄清。我們的 AI 導師是私密、安全，且全年無休以 57 種語言提供服務。

我們開始吧。

Your startup isn't fundable until customers pay. How can services seed you without giving up equity?

Services are not a distraction. They are a seed funding engine. Except, instead of equity, you are funding with customer money, aka revenue.

Services let you bring in revenue early, validate the problem, and stay alive long enough to build the product without giving up equity.

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 can I bootstrap my product startup using services?"
2. "What service model aligns with my product vision?"
3. "How do I avoid getting stuck as a services company?"
4. "What milestones should I hit before transitioning to product revenue?"
5. "How can 1Mby1M help me design a hybrid services-to-product strategy?"
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.

Let's get going.