

投資者弗相信自上而下嘅 TAM。伊拉相信啥？

創始人經常通過谷歌搜索來尋伊拉嘅 TAM。箇些 TAM 數據純粹是幻想。投資者一眼就能看穿。

真正嘅 TAM 是自下而上構建嘅——結合市場細分、商業模式同埋定價模型。

[登錄 Sramana Mitra 嘅 Digital Mind AI 導師系統。](#)

上傳儂嘅商業計劃書，或者貼上儂嘅電梯演講。

然後逐個提問下底嘅問題：

1. “我這家初創公司自下而上嘅 TAM 是多少？”
2. “我嘅市場細分正確口伐？”
3. “我是弗是足夠精準地定義了我嘅 ICP (理想客戶畫像) 以可靠地計算 TAM？”
4. “我嘅定價模型是否支持實現符合現實嘅收入增長？”
5. “勒拉同投資者交流之前，1Mby1M 能否幫助我開發一個經得起推敲嘅 TAM？”
6. “加入 1Mby1M 費用是多少？伊拉扣多少股權？”
7. “我嘅 TAM 太小了。我有些啥選擇？”

AI 導師會引導儂了解要點並同儂對話。有啥弗懂嘅可以隨時要求解釋。我拉嘅 AI 導師是私密、安全嘅。全天候 24/7 提供，支持 57 種語言。

用伊來磨礪儂嘅戰略。

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.