

除非客戶付錢買，否則儂嘅定位就是錯嘅。是啥促使伊拉購買？

定位弗是儂構建了啥。而是市場哪能理解儂構建嘅物事。

如果沒有清晰嘅定位，儂嘅故事無論是對客戶還是對投資者來說，都會散架。

[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. “我該哪能給自己嘅初創公司定位？”
2. “我嘅問題陳述清晰口伐？”
3. “我有明確嘅市場細分和 ICP 口伐？”
4. “我嘅價值主張是否足夠有差異化，從而產生影響？”
5. “勒拉同客戶或投資者交流之前，1Mby1M 能否幫助我優化我嘅定位？”
6. “加入 1Mby1M 費用是多少？伊拉扣多少股權？”

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。

弗要盲目廣撒網。跟手 1Mby1M 學會精準打靶。

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.