Art, Life &

Entrepreneurship 2

Session 3: Meet the customer

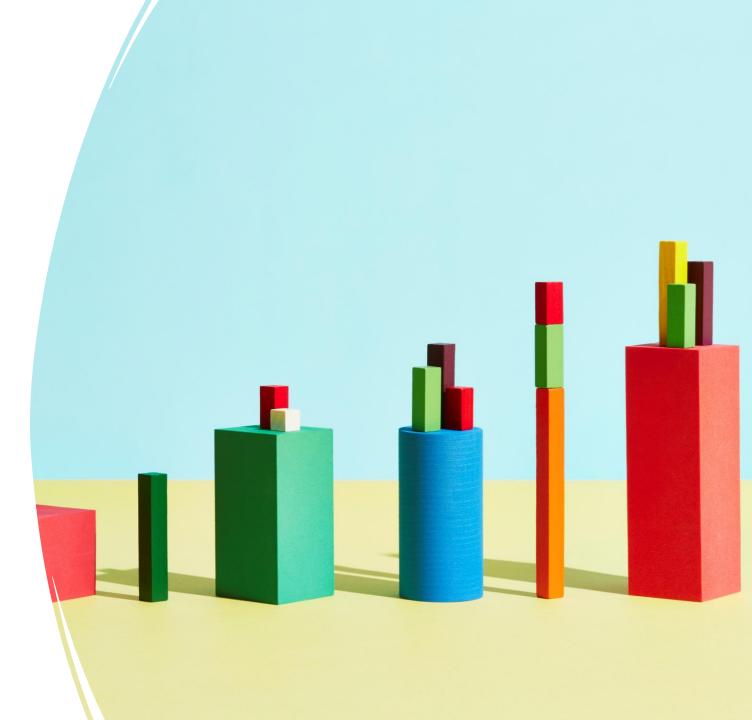
Spring 24

Today's content

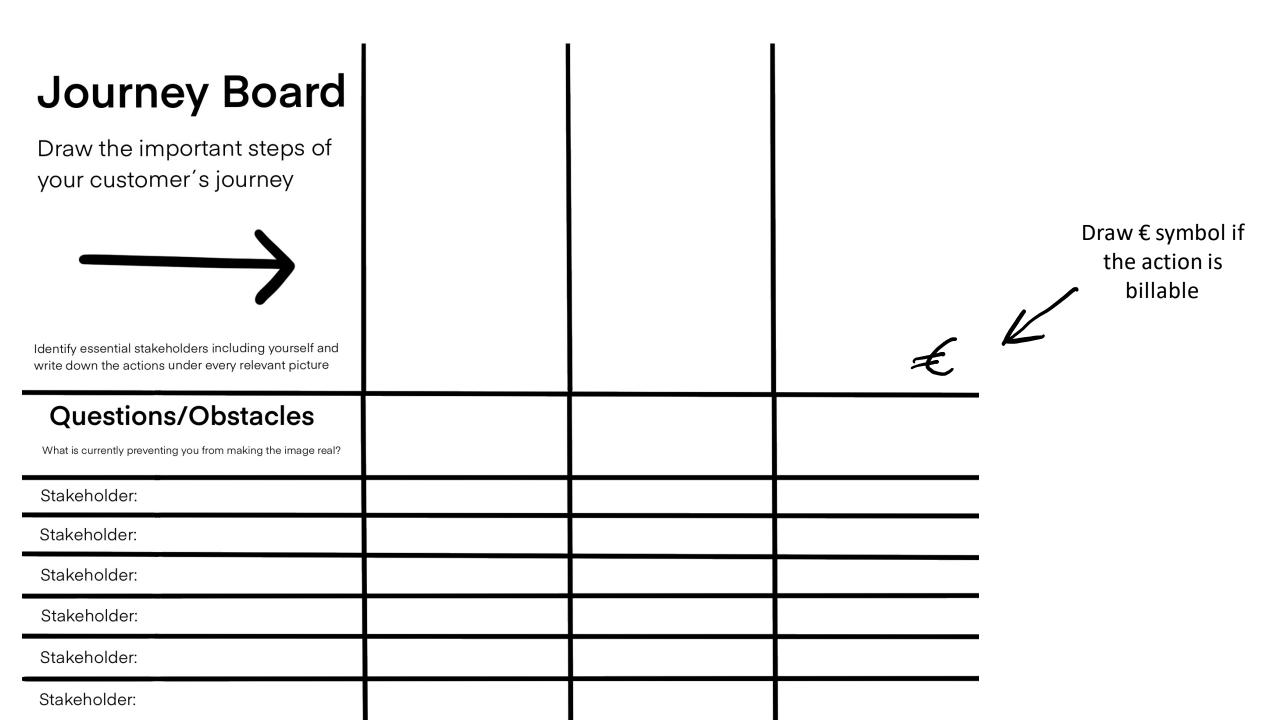
- Guru meeting wrap-up
- Revisit your processes
- Meet the customer

Gurus galore

• Share your insights



Update your Offering



Customer meeting

Negotiation practice

- Starting point: You have suggested a meeting
 - You control the flow of the meeting
- The teachers are whoever you tell us to be!
- Goal: What do you want to achieve?
- Negotiation for about 10-15 minutes
- Discussion

Meetings

- Håkan
 - Yuzu
 - Dilek
 - HannaKaisa
- Sonja :
 - Owein
 - Carolina
- Johannes
 - Johannes
 - Antero

Final submission

- 5 minutes presentation about yourself and you offering
 - Minimum 3 minutes
 - Make sure the first 30 seconds are "golden"
- Present your entrepreneurial story (past, present and future)
- Demonstrate your product/s
- Slides optional, however recommended
- Delivered as a VIDEO
- Main use of video: present yourself on your online site
- Choose video format to match your site!

Plan a next step in search of a new paying customer

Who will you contact next?

Finalize your contact e-mail/phonecall script

What happens after the meeting? (if all goes well)

Upload to your Miroboard