

# The BizScalers Business Model Canvas

Customers	Problems	Solution	Competitive Advantages	Marketing Channels
Target Customers and Brief Profile	Top 3-5 Problems	Top 3-5 Features and Benefits	Top 3-5 Differentiators	Primary Ways You'll Get In Front of Customers
Conversion/Sales Process		Delivery/Fulfillment	Pricing	Profit Model
Process (How?)  People (Who? What triggers next hire?)	How Customers Will Access/Receive Your Solution	Your Simple Pricing Model	Revenue COGS Gross Profit Expenses Net Profit LTV	