



iowacenter

for economic success

The Lean Biz Plan Template

Identity:	
Problem Worth Solving:	Our Solution:
Target Market:	The Competition:
Sales Channel:	Marketing Activities:
Revenue:	Expense:

Milestones:	
Team and Key Roles:	Partners and Resources:

How to fill out your Lean Biz Plan

<p>Identity:</p> <p>Describe your business in one sentence. What do you do and who do you do it for? For example, a bike shop's identity might be: "We offer high-quality biking gear for families and regular people, not just gearheads." Your identity is what sets you apart from the competition. It's how you define who you are as a business.</p>
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<p>Problem Worth Solving:</p> <p>Describe the problems that your potential customers have. Why do they need your products or services?</p>	<p>Our Solution:</p> <p>What is your product or service? Describe it here and how it solves your customer's problem.</p>
<p>Target Market:</p> <p>Who are your customers? Describe your ideal customer here and, if you know, how many of them there are.</p>	<p>The Competition:</p> <p>What other products and services do your potential customers use today to solve their problems? How are you better than the competition?</p>
<p>Sales Channel:</p> <p>Describe how you will sell to your customers. Will you sell directly to them at a storefront or with a website? Will you use a sales team or distributors? Describe your sales process here.</p>	<p>Marketing Activities:</p> <p>What are the primary ways you will reach your customers? If you will be advertising or using PR, describe those activities here.</p>
<p>Revenue:</p> <p>What are your primary revenue streams? Don't worry about listing specific revenue goals when you are early in the process. Instead, describe how you will make money and what products, or services will generate that revenue.</p>	<p>Expense:</p> <p>List your major expenses here. There's no need to go into a lot of detail in the early stages. Just list the areas that you expect to spend the most money on.</p>

Milestones:

List your primary goals and objectives that you hope to achieve over the next few months. What do you need to get done to take your business from idea to reality?

Team and Key Roles:

If you have business partners or need to hire key people to help you launch the business, list those people and positions here.

Partners and Resources:

Some businesses need key partners in order to launch. Other businesses may have intellectual property or other resources that will help them get up and running. List those partners and resources here.