



5 INTERVIEW CHECKPOINT

Congratulations! At this point you have done at least 5 interviews and worked out a few of the initial kinks. This exercise will help you make sure you're on the right track.

Problems it Solves

- Are you doing it right?

There is nothing more frustrating than putting in a bunch of time and effort and then realizing you've been doing something incorrectly the entire time.

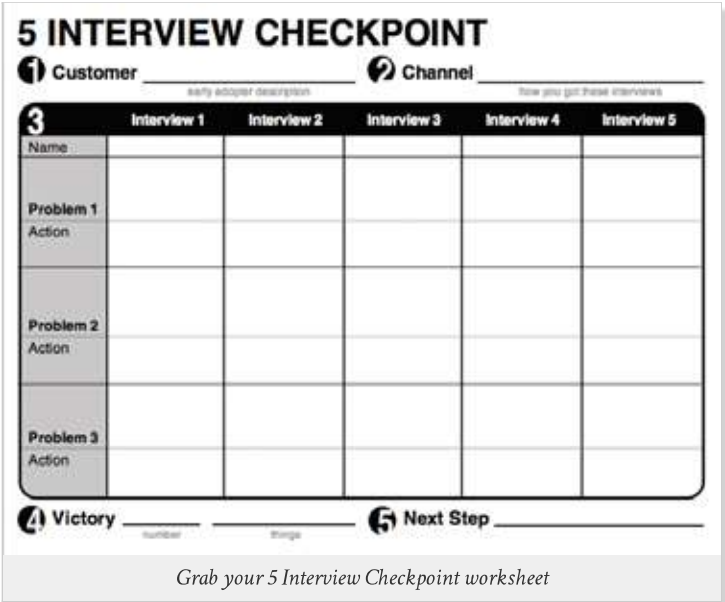
Here, we are going to check in after just 5 interviews to make sure that you are on the right path - validating a problem that truly exists. If you're not, you'll course correct now before continuing onward.

- Validate faster

By doing a quick checkpoint here before moving forward, you are going to ensure you are moving forward in the most efficient way possible so you can reach your Victory faster.

This checkpoint is also going to make sure you know exactly what you're doing next, so that your energy is going in the right place.

Review



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1 Customer early adopter description 2 Channel how you got these interviews

3	Interview 1	Interview 2	Interview 3	Interview 4	Interview 5
Name					
Problem 1					
Action					
Problem 2					
Action					
Problem 3					
Action					

4 Victory number stage 5 Next Step

Grab your 5 Interview Checkpoint worksheet