

The \$100 Startup

by Chris Guillebeau

A printable to-do list of the most effective habits from this book. Check one off each day you do it.

MON TUE WED THU FRI SAT SUN

☐ ⁰¹ **Write a one-sentence offer**

Use: I help this buyer get this result in this time without this pain.

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MON TUE WED THU FRI SAT SUN

☐ ⁰² **List paid proof**

Write three times someone has paid, thanked, referred, or repeatedly asked you for a useful skill.

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MON TUE WED THU FRI SAT SUN

☐ ⁰³ **Find customer language**

Interview three possible buyers and copy the exact phrases they use for the problem.

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MON TUE WED THU FRI SAT SUN

☐ ⁰⁴ **Set a tiny launch date**

Choose a date within seven days to show the offer to real people.

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MON TUE WED THU FRI SAT SUN

☐ ⁰⁵ **Manually deliver once**

Deliver the first version by hand before building systems or automation.

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MON TUE WED THU FRI SAT SUN

☐ ⁰⁶ **Calculate the freedom number**

Define the monthly revenue target, price, and number of buyers needed for a viable first stage.

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MON TUE WED THU FRI SAT SUN

☐ ⁰⁷ **Send five direct asks**

Send the offer to five specific people and ask for a yes, no, or referral.

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☐ ⁰⁸ **Log objections**

Track every objection as product research instead of taking it personally.

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