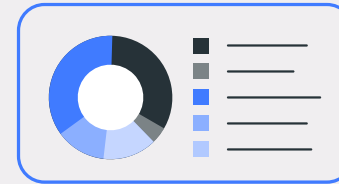
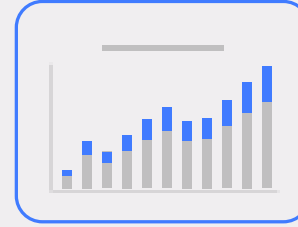




TARGET MARKET EXERCISE





TALK AND TRY TO SELL TO YOUR TARGET MARKET



SOCIAL NETWORKS, ONLINE COMMUNITIES



ALSO TALK TO INDUSTRY EXPERTS, PROFESSIONALS



LOCAL EVENTS, MEETUPS, EVENTUALLY CLIENTS



ASK FOR ADVICE, BE HUMBLE, LISTEN, DON'T ARGUE



**IF THEY SAY THEY TRULY LOVE IT, ASK
THEM IF THEY'D BUY IT**

