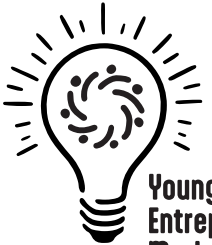


Business Model Canvas (BMC) is a single-page template used to outline the goals and objectives of a business.

Generally the left side of the page will have information on the business itself, including key partners, key activities, key resources, and cost structure. The value proposition will be in the middle, and the right side will have the customer and market information, including customer relationships, customer segments, distribution channels, and revenue streams. Discuss and brainstorm as a team to fill these sections out in their entirety, and try to be as specific as possible.

KEY PARTNERS AKA Friends in Business Think of your business like a team sport. You're going to need some teammates — that's where key partners come in. They could be other companies you team up with, people who supply you with stuff, or anyone who gives you a hand to achieve your big dreams.	KEY ACTIVITIES AKA What You'll Do Imagine your business is a big machine. The key activities are all the things you need to do to keep it running smoothly. Whether it's creating cool stuff, shouting out about your business to the world, or solving tricky puzzles that come up.	VALUE PROPOSITIONS AKA Your Super Offer Think about what makes your business super special. It's all about what you're offering that makes people go "Wow! I need this!" Maybe it's something brand new or something better than what's already out there.	CUSTOMER RELATIONSHIPS AKA Making Friends with Customers This is about how you hang out with your customers. Some businesses are like besties with their customers, offering help and high-fives. Others set up cool self-service stations so customers can explore on their own.	CUSTOMER SEGMENTS AKA Who Are Your Fans? Picture who's going to love what you're doing. These are the people or other businesses you're focusing on. The clearer you can imagine them, the better you can make things that they'll go crazy for.
COST STRUCTURE AKA What It Costs Every adventure has its costs — think of it like the supplies you need for a road trip. There are start up costs (you need a car), and operating costs (fuel & yummy snacks for along the way). Plan for both the big start and the journey ahead.	KEY RESOURCES AKA What You Need This is about figuring out the must-haves for your business adventure. It could be the tools you work with, the money in your treasure chest, the super team you assemble, or the secret recipes (ideas) you've come up with.		CHANNELS AKA Getting the Word Out This is all about how you tell your fans about what you've got. You might have your own clubhouse (like a website or store) or partner up with other cool spots where your stuff can be found. And don't forget the power of chit-chat and stories!	
	REVENUE STREAMS AKA Show Me The Money This is the exciting part where you figure out how your adventure pays off. It might be from selling your creations, getting a steady flow of income from monthly services, or other ways your business makes money.	 Young Entrepreneur Market YEMEagleRiver.com		

Business Model Canvas

Business:

Date: / /

KEY PARTNERS

KEY ACTIVITIES

KEY RESOURCES

VALUE PROPOSITIONS

**CUSTOMER
RELATIONSHIPS**

CHANNELS

CUSTOMER SEGMENTS

COST STRUCTURE

REVENUE STREAMS

