Top Ten Mistakes of Entrepreneurs
Mistake: Multiply big numbers by 1 percent

Solution: Calculate from bottom up
Mistake: Scale too fast
Solution: Eat what you kill
Mistake: Form partnerships
Solution: Focus on sales
Mistake: Focus on pitch

Solution: Focus on prototype
Mistake: Use too many slides
Solution: Obey the 10-20-30 rule
Mistake: Proceed serially

Solution: Proceed parallelly
Mistake: Retain control

Solution: Make a bigger pie
Mistake: Use patents for defensibility

Solution: Use success for defensibility
Mistake: Hire in your image

Solution: Hire to complement
Mistake: Befriend your investors
Solution: Exceed expectations
One more thing...

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