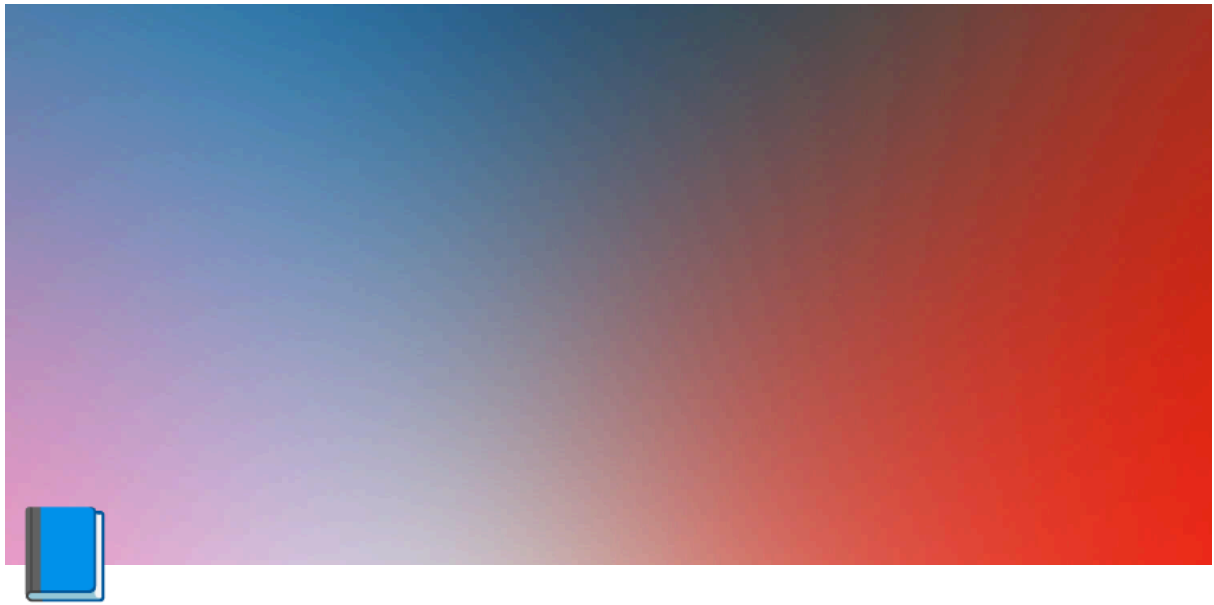




90 day GTM clarity and execution tracker

One document. Every decision. 30 to 180 days mapped.

Fill this in before you build anything. Revisit every 30 days. If a row is blank, that's your priority.

The GTM Clarity Tracker

31 components. 180 days. One page.

Your notes:

Component	Your Plan	30 Days	60 Days	90 Days	180 Days
STRATEGY					
Mission					
Revenue Goal					
Product					
ICP					
Persona					
CHANNELS					
GTM Motion					
Loop					
Message & Positioning					
90-Day Focus					
Scalable					
Non-Scalable					
CONTENT & BRAND					
Thought Leadership					
Lead Magnets					
Content					
LinkedIn Calendar					
Credibility					
VISIBILITY					
Authority					
Relations & True Fans					
Visibility					
Proactive vs Reactive					
Revenue Architecture					
OPERATIONS					
Product Goal					
Sales Goal					
Marketing Goal					
Website					
Sales Process					
Outbound Priorities					
Admin & Finance					
MISSION CRITICAL					
1. Outbound Engine Running					
2. Focus: 1 Product, 1 ICP, 1 Problem					
3. Consistency: Weekly System					

If you can't fill in a row — that's your priority.



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HOW TO USE THIS

Column A = The component (what it is)

Column B = Your answer (fill this in — be specific, not aspirational)

Column C = 30-day goals (what's true in 30 days if you execute)

Column D = 60-day goals

Column E = 90-day goals

Column F = 180-day goals

If you can't fill in Column B clearly, you don't have clarity yet. That's the whole point.

THE TEMPLATE

1. MISSION

What it is: One sentence. Why does your company exist for your customer? Not your vision statement — your practical mission that drives daily decisions.

Example: "Help B2B sales teams close faster by replacing manual follow-ups with automated buyer engagement."

Your answer	30 days	60 days	90 days	180 days
	Sharpen based on first 10 customer conversations	Validate with paying customers — does this still hold?	Lock it in. Put it on your website and every deck.	Does this still drive every product and GTM decision?

2. REVENUE GOAL

What it is: Your target revenue for the next 12 months, broken down into a simple formula: price x clients x duration. If you can't write this formula, your pricing isn't clear enough.

Example: "£500K in year 1 = 5 clients x £30K x 3-month engagements, plus 2 retainers at £5K/month."

Your answer	30 days	60 days	90 days	180 days
	First paying client or first sprint closed	2-3 clients active, pipeline 3x target	On track for quarterly target, unit economics validated	Halfway to annual target, clear path to remainder

3. PRODUCT

What it is: What you sell, packaged into tiers or offerings people can actually buy. Not your feature list — your packaged solutions with clear entry points.

Example: "Core platform at £500/month/seat. Wedge product (Deadline Guardian) for fast entry — shorter sales cycle, proves value, then upsell to full suite."

Your answer	30 days	60 days	90 days	180 days
	Pricing validated with 5+ prospects. Entry-point product defined.	Packaging refined based on first deal feedback. Wedge product live.	Clear winner in packaging. Kill what doesn't sell.	Upsell/expand path proven with at least 2 customers.

4. ICP (Ideal Customer Profile)

What it is: The company you sell to. Industry, size, stage, geography, and the trigger event that makes them ready to buy NOW. "SMBs" is not an ICP. "Series A fintech startups in the UK with 20-50 employees who just hired their first sales team" is.

Example: "UK law firms with dispute and litigation teams. Tier 1: Innovative firms <50 employees (fast sales cycle). Tier 2: SMBs 50-200 (established, willing to test). Tier 3: Enterprise 200+ (long cycle, high value)."

Your answer	30 days	60 days	90 days	180 days
	Lock primary ICP. Build first outbound list around it.	Validate: are your best conversations with this profile? Narrow or expand.	ICP confirmed by closed revenue. Secondary ICP identified.	Segment expansion tested. New verticals or geos explored.

5. PERSONA

What it is: The human being who buys (and the one who uses). Their title, their daily pain, what makes them say yes. Separate buyer from user if they're different people.

Example: "Buyer: Head of Disputes / Senior Partner (cares about efficiency and risk). User: Associates and junior lawyers (cares about not drowning in manual work). Marketing speaks to users to build internal advocacy. Sales speaks to buyers to close."

Your answer	30 days	60 days	90 days	180 days
	Persona hypothesis documented. Validated with 5+ conversations.	Messaging tailored per persona. Different content for buyer vs user.	Persona-specific sales decks and sequences live.	Persona insights feeding product roadmap.

6. GTM MOTION

What it is: How customers find you and buy from you. Your 2-3 primary acquisition channels, ranked by priority. Be honest about what's founder-led vs scalable.

Example: "1) Bottom-up: LinkedIn outreach via 1st/2nd degree network, warm intros. 2) Top-down: Senior partner outreach via events and direct. 3) Inbound: Content and thought leadership on LinkedIn and legal platforms."

Your answer	30 days	60 days	90 days	180 days
	Primary channel launched and producing conversations.	Channel 2 activated. First inbound lead from content.	Clear data: which channel converts best? Double down.	Scalable channel running without founder in every deal.

7. LOOP (Referral & Flywheel)

What it is: How one customer leads to the next without you starting from zero every time. The compounding motion. If you don't have one, you're always starting cold.

Example: "Deliver results for portfolio company → VC sees traction → VC refers next portfolio company → repeat. Or: User champion at Client A moves to Client B → brings you in."

Your answer	30 days	60 days	90 days	180 days
	Loop hypothesis defined. First referral ask made.	First referral-driven conversation.	Referral producing 20%+ of pipeline.	Loop is a reliable, repeatable channel.

8. MESSAGE & POSITIONING

What it is: How you describe what you do in a way that's different from everyone else. Your positioning statement, your differentiator, and your proof. If you sound like your competitors, you've already lost.

Example: "The only buyer engagement platform built for high-velocity sales teams. Not a CRM plugin — a standalone system that replaces 4 tools."

Your answer	30 days	60 days	90 days	180 days
	Positioning statement written. Tested in 10+ conversations.	Messaging refined based on what resonates. Win/loss analysis started.	Messaging locked. Website, decks, sequences all aligned.	Positioning owns a category or niche in buyer's mind.

9. 90-DAY FOCUS

What it is: Your top 3 priorities for the next 90 days. Not twelve things. Three. Everything else is noise.

Example: "1) Close 3 paying customers. 2) Build repeatable outbound sequence that books 5 meetings/week. 3) Content engine producing 3 posts/week consistently."

Your answer	30 days	60 days	90 days	180 days
	All 3 in motion. Progress visible.	At least 1 of 3 showing measurable results.	All 3 hit or clear learnings on what to change.	New 3 priorities set based on what you learned.

10. SCALABLE CHANNELS

What it is: The acquisition channels that grow without adding proportional effort. Outbound sequences, paid ads, SEO, partnerships, product-led growth. Things that can 2x output without 2x your time.

Example: "LinkedIn outbound via SDR/automation. Cold email sequences. Referral partnerships with accelerators. Product-led sign-up flow."

Your answer	30 days	60 days	90 days	180 days
	First scalable channel live with volume.	Conversion data in. Optimising or killing.	Scalable channel producing predictable pipeline.	Second scalable channel tested and validated.

11. NON-SCALABLE CHANNELS

What it is: The things that don't scale but build trust, credibility, and relationships. Events, podcasts, dinners, speaking, 1-on-1 outreach. Essential early — but you need to know when to shift.

Example: "Hosted dinners with 10 target buyers. Speaking at 2 legal tech events per quarter. RevGenius community engagement. Product Hunt launch."

Your answer	30 days	60 days	90 days	180 days
	2 events attended/hosted. 10 warm relationships built.	Events producing pipeline, not just awareness.	Non-scalable efforts creating content and proof for scalable channels.	Clear decision: which non-scalable to keep, which to drop.

12. REVENUE ARCHITECTURE

What it is: Your quarterly revenue model. How many deals, at what value, from which channels, producing what total. This is the math that tells you if your GTM plan actually works.

Example: "Q1: 1 warm deal + 1 outbound deal = £60K. Q2: +1 outbound + 1 referral = £90K. Q3-4: +2 partnerships = £150K total year 1."

Your answer	30 days	60 days	90 days	180 days
	Revenue model mapped. Pipeline coverage calculated.	Actuals vs plan tracked. Adjust model with real data.	Revenue architecture validated by closed deals.	Model accurate enough to forecast next 2 quarters.

13. THOUGHT LEADERSHIP

What it is: How you build authority in your space so buyers trust you before they ever talk to you. Your content thesis, your POV, your platform.

Example: "Founder-led LinkedIn content: 3 posts/week on sales process, legal tech trends, and buyer engagement. Goal: become the go-to voice for litigation tech innovation."

Your answer	30 days	60 days	90 days	180 days
	Content thesis defined. Posting 3x/week.	Engagement growing. First inbound from content.	Recognised in your niche. Invited to speak/contribute.	Content producing consistent pipeline and opportunities.

14. LEAD MAGNETS

What it is: Free resources that attract your ICP and give you their attention (and sometimes their email). Playbooks, templates, checklists, reports.

Example: "Sales hiring mistakes playbook (PDF). Dispute team efficiency checklist. Monthly market report on legal tech trends."

Your answer	30 days	60 days	90 days	180 days
	First lead magnet live. Promoted in content and outbound.	Download/engagement data in. Refine or replace.	Lead magnet producing qualified conversations.	Library of 3-5 magnets mapped to funnel stages.

15. CONTENT

What it is: Your content engine — what you produce, where you distribute, and how it feeds your pipeline. Not "we should post more." A system.

Example: "Content flywheel: customer calls → insights → LinkedIn posts → newsletter → website → playbooks. 5 posts/week. Newsletter monthly. 1 case study per quarter."

Your answer	30 days	60 days	90 days	180 days
	Posting cadence live. Content calendar running.	Flywheel producing: posts → repurposed to website/newsletter.	Content engine running without founder writing every word.	Content is a compounding asset, not a weekly chore.

16. LINKEDIN CALENDAR

What it is: Your weekly LinkedIn posting rhythm. Which days, which content types, which pillars. Not random — systematic.

Example: "Mon: Authority/POV. Tue: Tactical how-to. Wed: Social proof/case study. Thu: Playbook/framework. Fri: Personal story or viral format."

Your answer	30 days	60 days	90 days	180 days
	Calendar set. Posting consistently.	Engagement patterns emerging — optimise timing and format.	Best-performing formats identified. Double down.	Calendar refined to a system anyone on your team can run.

17. CREDIBILITY

What it is: The proof stack that makes strangers trust you. Testimonials, case studies, video, press, partnerships, logos.

Example: "3 video testimonials from pilot users. Case study with before/after metrics. Featured in Legal Technology Insider. Partnership with 2 accelerators."

Your answer	30 days	60 days	90 days	180 days
	First testimonial collected. First case study drafted.	3+ proof points live on LinkedIn and website.	Credibility stack strong enough to close without a demo.	Credibility compounds — new proof every month.

18. AUTHORITY

What it is: Where you show up and what you're known for. Speaking, writing, teaching, advising. The platforms and formats that build your founder brand.

Example: "LinkedIn posting, event speaking, webinar hosting, accelerator mentoring, podcast guesting."

Your answer	30 days	60 days	90 days	180 days
	LinkedIn profile optimised. First speaking slot booked.	Podcast or webinar appearance done.	Known in your niche. Invited without pitching.	Authority position established and maintained.

19. RELATIONS & TRUE FANS

What it is: Your inner circle. The 10-20 people who will refer you, share your content, open doors, and vouch for you. Not your network — your active allies.

Example: "10 partners for physical close-touch relationship. 20 allies on LinkedIn who engage with and amplify content. 5 VC contacts who refer portfolio companies."

Your answer	30 days	60 days	90 days	180 days
	List of 20 written down. First 5 activated.	10 actively engaging. First referral from this group.	Inner circle producing warm intros monthly.	Relationship network is your #1 pipeline source.

20. VISIBILITY

What it is: Where your ICP sees you beyond your own content. Podcasts, communities, groups, publications, events. The places you show up that aren't your own feed.

Example: "LinkedIn posting + podcast guesting. Playbooks shared in RevGenius and legal tech Slack communities. Presence at SaaStr, Legal Geek, and niche roundtables."

Your answer	30 days	60 days	90 days	180 days
	2 external platforms identified. Showing up regularly.	Visibility producing inbound conversations.	Multi-platform presence established.	Visibility is a system, not random acts of content.

21. PROACTIVE / REACTIVE

What it is: The split between outbound (you initiate) and inbound (they come to you). Know your ratio. Early stage should be 80/20 proactive. Later you flip it.

Example: "Proactive: Sprints for expanding founders, outbound sequences, event outreach. Reactive: Inbound from LinkedIn, website, referrals, content."

Your answer	30 days	60 days	90 days	180 days
	80% proactive, 20% reactive. Outbound producing meetings.	Reactive growing from content and referrals.	60/40 split. Inbound becoming reliable.	50/50 or better. System generates demand you respond to.

22. MISSION CRITICAL 1 (Outbound & Pipeline)

What it is: Your #1 priority that, if it fails, nothing else matters. Usually: get the outbound engine running and producing qualified meetings.

Example: "Outbound live: better lists, better messaging, automation running. Weekly ABM cadence. Warm up funnels with core ICP."

Your answer	30 days	60 days	90 days	180 days
	Sequences live. First meetings from outbound.	Consistent weekly meeting flow. Reply rates optimised.	Outbound producing predictable pipeline. SDR-handover ready.	Outbound can run without founder.

23. MISSION CRITICAL 2 (Focus)

What it is: The discipline to say no. One product, one ICP, one problem. Every time you add scope, you dilute execution.

Example: "Focus: sell Deadline Guardian to UK dispute teams <200 employees. Nothing else until we have 10 paying customers."

Your answer	30 days	60 days	90 days	180 days
	One product, one ICP, one motion. No exceptions.	Still focused? Or did you add 3 things? Refocus.	Focus validated by results. Ready to expand intentionally.	Expansion driven by data, not distraction.

24. MISSION CRITICAL 3 (Consistency)

What it is: The system that keeps everything running weekly. Content, outbound, follow-up, CRM updates. The unglamorous discipline that compounds.

Example: "Content engine: deliver → record → improve → post → playbook → templates → website. Weekly CRM review. Monthly metrics review."

Your answer	30 days	60 days	90 days	180 days
	Weekly rhythm established. Nothing skipped.	Consistency producing visible compounding.	System runs on rhythm, not motivation.	Consistency is your competitive advantage.

25. PRODUCT GOAL

What it is: The product milestone that unlocks GTM progress. Not your full roadmap — the one thing that needs to ship to make selling easier.

Example: "Ship wedge product (Deadline Guardian) by end of Q1. 5 pilot customers onboarded. NPS > 40."

Your answer	30 days	60 days	90 days	180 days
	Product goal defined and dev timeline locked.	Pilot live with first users. Feedback loop running.	Product validated by retention and expansion.	Product-market fit confirmed by revenue, not surveys.

26. SALES GOAL

What it is: Your sales target for the period. Deals closed, pipeline generated, meetings booked. The numbers that prove your GTM is working.

Example: "Month 1: 5 qualified meetings, 1 deal closed. Month 3: 15 meetings/month, 3 deals/month, £100K pipeline."

Your answer	30 days	60 days	90 days	180 days
	First deal closed or in final stage.	Pipeline 3x monthly target.	Sales process documented and repeatable.	Sales velocity improving month over month.

27. MARKETING GOAL

What it is: The marketing milestone that supports sales. Not vanity metrics — the leading indicators that tell you demand is building.

Example: "Content engine live and consistent. 3 posts/week. Newsletter launched. Website updated with messaging and case studies."

Your answer	30 days	60 days	90 days	180 days
	Posting consistently.	First inbound lead from	Marketing producing	Marketing-sourced revenue

Your answer	30 days	60 days	90 days	180 days
	Website messaging aligned.	marketing efforts.	qualified pipeline.	is trackable and growing.

28. WEBSITE

What it is: Your digital home. Not a design project — a conversion tool. Clear messaging, clear ICP, clear CTA, case studies, and discoverability.

Example: "Website live with: clear positioning on homepage, ICP-specific landing pages, 2 case studies, blog with SEO-optimised posts, booking link on every page."

Your answer	30 days	60 days	90 days	180 days
	Website live with core messaging and booking CTA.	Blog/media hub added. Case studies live.	Website producing organic traffic and conversions.	Website revamp for scale. SEO compounding.

29. SALES PROCESS

What it is: Every step from "lead comes in" to "deal closes," documented. If it's in your head, it's not a process.

Example: "Inbound/outbound → CRM auto-entry → Discovery call → Diagnostic → Proposal/deck → Negotiation → Close. Weekly CRM review Mon/Wed/Fri."

Your answer	30 days	60 days	90 days	180 days
	Process documented. CRM set up with stages.	Process refined based on first 10 deals. Follow-up automation live.	Process repeatable. Someone else could run it.	Process optimised. Conversion rates improving.

30. OUTBOUND PRIORITIES

What it is: Your outbound targeting strategy. Who you're reaching out to, through which channels, with what message. Prioritised, not scattered.

Example: "Core persona list with shortcuts. Tier 1: warm network and referrals. Tier 2: targeted LinkedIn outreach to ICP. Tier 3: cold email to validated list."

Your answer	30 days	60 days	90 days	180 days
	Tier 1 list built and outreach started.	Tier 2 running with sequences. Reply rates tracked.	Outbound producing 50%+ of pipeline.	Outbound systemised. Can hand to SDR.

31. ADMIN & FINANCE

What it is: The operational basics that keep the business running. Invoicing, cash flow, legal, accounting, team ops. Boring but fatal if ignored.

Example: "Monthly invoicing automated. Cash flow forecast updated weekly. Runway tracked. Board updates quarterly."

Your answer	30 days	60 days	90 days	180 days
	Invoicing, banking, accounting sorted. Runway clear.	Financial tracking in place. Monthly review with co-founders.	Clean books. Investor-ready reporting.	Financial ops running smoothly. Ready for next raise.

QUICK-REFERENCE: ALL 31 ROWS

#	Component	One-line description
1	Mission	Why you exist for your customer — one sentence
2	Revenue Goal	Your 12-month target as a simple formula
3	Product	What you sell, packaged into buyable tiers
4	ICP	The specific company profile that buys from you
5	Persona	The human who buys and the human who uses
6	GTM Motion	Your 2-3 acquisition channels, ranked
7	Loop	How one customer leads to the next
8	Message & Positioning	How you're different, in two sentences
9	90-Day Focus	Your top 3 priorities. Not twelve. Three.
10	Scalable Channels	Channels that grow without proportional effort
11	Non-Scalable Channels	Trust-building activities that don't scale but matter
12	Revenue Architecture	Quarterly deal model by channel and value
13	Thought Leadership	Your content thesis and authority platform
14	Lead Magnets	Free resources that attract your ICP
15	Content	Your content engine as a system
16	LinkedIn Calendar	Weekly posting rhythm by day and type

#	Component	One-line description
17	Credibility	Your proof stack: testimonials, cases, logos, press
18	Authority	Where you show up and what you're known for
19	Relations & True Fans	Your 20 active allies who refer and amplify
20	Visibility	External platforms where your ICP sees you
21	Proactive / Reactive	Your outbound vs inbound ratio and plan
22	Mission Critical 1	#1 priority: usually outbound engine
23	Mission Critical 2	Focus discipline: 1 product, 1 ICP, 1 problem
24	Mission Critical 3	Consistency: the weekly system that compounds
25	Product Goal	The one product milestone that unlocks GTM
26	Sales Goal	Deals, pipeline, meetings — the numbers
27	Marketing Goal	Leading indicators that demand is building
28	Website	Your conversion tool, not a design project
29	Sales Process	Every step from lead to close, documented
30	Outbound Priorities	Who you reach, how, in what order
31	Admin & Finance	Ops, invoicing, cash flow, runway

The GTM Clarity Tracker

31 components. 180 days. Fill it in before you build anything.

Component	30 Days	60 Days	90 Days	180 Days
STRATEGY				
Mission Why you exist for your customer, one sentence. "Help litigation teams hit deadlines faster with automated workflows."				
Your plan:				
Revenue Goal 12-month target as a formula. "20 firms x £500/mo x 10 seats = £1.2M ARR."				
Your plan:				
Product What you sell, packaged into buyable tiers. "Wedge: Deadline Guardian. Core: Pathfinder platform. Enterprise: custom."				
Your plan:				
ICP The specific company profile that buys from you. "UK law firms with dispute teams. Tier 1: <50. Tier 2: 50-200. Tier 3: 200+."				
Your plan:				
Persona The human who buys and the one who uses. "Buyer: Head of Disputes. User: Associates drowning in manual work."				
Your plan:				
CHANNELS				
GTM Motion Your 2-3 acquisition channels, ranked. "1) LinkedIn outbound 2) Event speaking to partners 3) Inbound content."				
Your plan:				
Loop How one customer leads to the next. "Associate moves firms, brings you in. Win one team, expand to others."				
Your plan:				
Message & Positioning How you are different, in two sentences. "Only deadline tool built for litigation. Not a project management add-on."				
Your plan:				
90-Day Focus Top 3 priorities. Not twelve. Three. "1) 5 paying firms 2) 10 meetings/month 3) Posting 3x/week."				
Your plan:				
Scalable Channels Channels that grow without proportional effort. "LinkedIn sequences. Cold email to dispute leads. Product-led sign-up."				
Your plan:				
Non-Scalable Channels Trust-building that doesn't scale but matters early. "Legal Geek speaking. Roundtable dinners. Law society events."				
Your plan:				
CONTENT & BRAND				
Thought Leadership Your content thesis and authority platform. "3 posts/week on litigation inefficiency and legal tech adoption."				
Your plan:				
Lead Magnets Free resources that attract your ICP. "Litigation deadline checklist. Dispute team efficiency audit template."				
Your plan:				
Content Your content engine as a system, not random posts. "Client calls to insights to LinkedIn to newsletter to website to playbooks."				
Your plan:				
LinkedIn Calendar Weekly posting rhythm by day and type. "Mon: POV. Tue: How-to. Wed: Proof. Thu: Playbook. Fri: Story."				
Your plan:				
Credibility Proof stack: testimonials, cases, logos, press. "3 pilot testimonials. Case study: saved 15 hrs/week. Legal Tech Insider feature."				
Your plan:				

Continued on page 2

The GTM Clarity Tracker

Page 2 of 2. 31 components. 180 days.

Component	30 Days	60 Days	90 Days	180 Days
VISIBILITY				
Authority Where you show up and what you get known for. <i>"Legal Geek speaker. Podcast guest. Law society roundtable host."</i>	Your plan: _____			
Relations & True Fans Your 20 active allies who refer and amplify. <i>"5 senior partners. 10 legal tech founders. 5 accelerator contacts."</i>	Your plan: _____			
Visibility External platforms where your ICP sees you. <i>"Legal tech Slack. Law society newsletters. Artificial Lawyer."</i>	Your plan: _____			
Proactive / Reactive Your outbound vs inbound ratio and plan to flip it. <i>"Early: 80/20 outbound. Goal: flip to 50/50 by month 9."</i>	Your plan: _____			
Revenue Architecture Quarterly deal model by channel and value. <i>"Q1: 2 pilots from warm = £24K. Q2: 3 outbound + 1 referral = £48K."</i>	Your plan: _____			
OPERATIONS				
Product Goal The one product milestone that unlocks GTM. <i>"Ship Deadline Guardian by Q1. 5 pilots. NPS above 40."</i>	Your plan: _____			
Sales Goal Deals, pipeline, meetings, the numbers. <i>"M1: 5 meetings, 1 pilot. M3: 15 meetings, 3 firms, £100K pipeline."</i>	Your plan: _____			
Marketing Goal Leading indicators that demand is building. <i>"3 posts/week. Newsletter to 200 contacts. Website with case studies."</i>	Your plan: _____			
Website A conversion tool, not a design project. <i>"Litigation positioning. Dispute team landing page. Booking link everywhere."</i>	Your plan: _____			
Sales Process Every step from lead to close, documented. <i>"Outbound to CRM to Discovery to Diagnostic to Pilot to Trial to Close."</i>	Your plan: _____			
Outbound Priorities Who you reach, how, in what order. <i>"Tier 1: warm network. Tier 2: LinkedIn to dispute heads. Tier 3: cold email."</i>	Your plan: _____			
Admin & Finance Invoicing, cash flow, runway basics. <i>"Monthly invoicing automated. £300K runway tracked. EIS/SEIS sorted."</i>	Your plan: _____			
MISSION CRITICAL				
Mission Critical 1: Outbound Engine Running If this isn't producing meetings, nothing else matters. <i>"Better lists of dispute leads, legal-specific messaging, sequences live."</i>	Your plan: _____			
Mission Critical 2: Focus 1 product, 1 ICP, 1 problem until 5 paying customers. <i>"Deadline Guardian to UK dispute teams only. No US until 5 UK firms."</i>	Your plan: _____			
Mission Critical 3: Consistency The weekly system that compounds. <i>"Post 3x, outbound daily, CRM review Mon/Wed/Fri, follow up within 24hrs."</i>	Your plan: _____			

If you can't fill in a row, that's your priority. All specifications are strictly adhered to.