

THE MOM TEST

The "Mom test" is what most of us do. We ask people who know us if they like our ideas. Every part of it is wrong.

THE Problem



Why we share our idea, EVERYONE loves it.



few people will actually pay for it.



& they lie to themselves.

Why?

People don't want to hurt your feelings

THE Solution

Ask about their specific problems - not your solution



Ask about their life Not your idea



Ask for specific examples in the past Not generics / Opinions about the future



Talk less, listen MORE



is Good!
it saves you time

You should Add...

Ask questions to find underlying motives



Don't ask like

"I have an AWESOME idea - what do you think?"

The Mom Test

S Ashworth



The Mom Test:

Delve into the emotional tapestry woven by Crafted by in **The Mom Test** . This ebook, available for download in a PDF format (*), is more than just words on a page; it is a journey of connection and profound emotion. Immerse yourself in narratives that tug at your heartstrings. Download now to experience the pulse of each page and let your emotions run wild.

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