

Fail fast

STARTUP FAILURES

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RIP

STARTUP FAILURES

The facts

Is hard to identify

Dead but zombies

VCs & founders bury their dead very quietly

FAILURE

Success is sexy

Media love it

Education loves it

Girls love it

SUCCESS

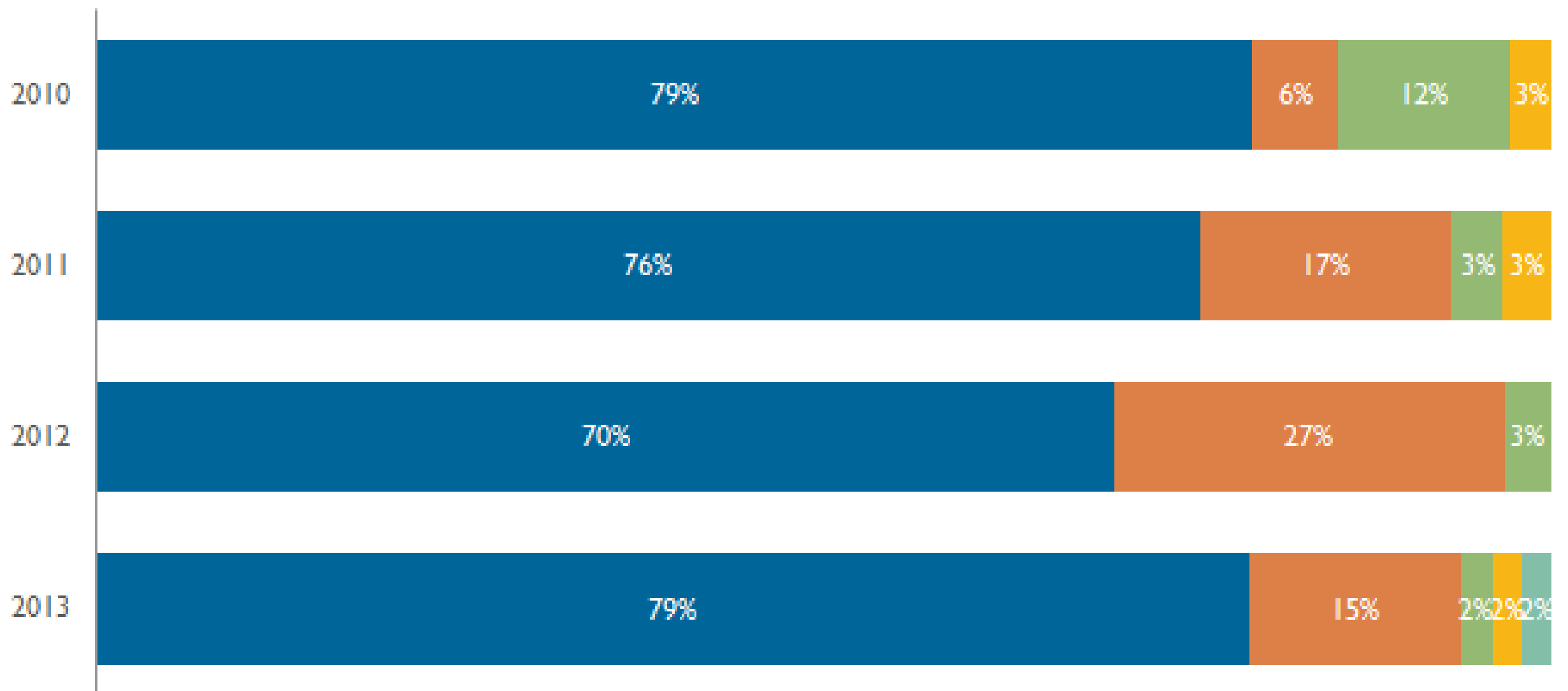
**The fact that we only learning
from success is a deeper
problem than you imagine**

RIP

90% of startups fail

20 months after they start

55% of failed startups raised \$1M or less



- Internet
- Mobile & Telecommunications
- Software (non-internet/mobile)
- Computer Hardware & Services
- Electronics

STARTUP FAILURES

Why?

What the f%!&@# happened?

RIP

Why startups fail?

42% make products no one wants

58% focus on product not the business

100% lack of proper execution

FAILURE REASONS

Why startups fail?

No growth

Team fucks-up

Wrong market

No reputation & crisis management

No funding

MORE FAILURE REASONS

STARTUP FAILURES

Keep trying!

Fail to succeed

(the more the better)

SUCCESS

Seriously?

RIP

PANDORA



Singer Songwriter Radio



Lucy's Handmade Paper

by Michael Zapruder

on Dragon Chinese Cocktail Horoscope

1:18



-2:53



PANDORA: 300 TIMES BEFORE FUNDING

Beautiful workspaces on demand

> Get two free months of WeWork Commons membership when you book Premium Economy by December 31, 2015

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From To

Return One Way [More options](#) [Flight Connector](#)

When do you want to go?

Sat 21 Nov 2015 **Outbound** Sat 28 Nov 2015 **Return**

Who is going?

Adults Ages 12+ Children Aged 2-11 Infants (on lap) Under 2

- Online check in +
- My booking +
- Flight status +
- Flying Club +

Caribbean flight bookings

If you want to book a flight to or from the Caribbean

BRANSON: 400 TIMES BEFORE SUCCESS



PROMOTIONS

CHICKEN

SANDWICHES

MEALS

\$5 FILL UPS

SIDES

CLASSICS

DESSERTS

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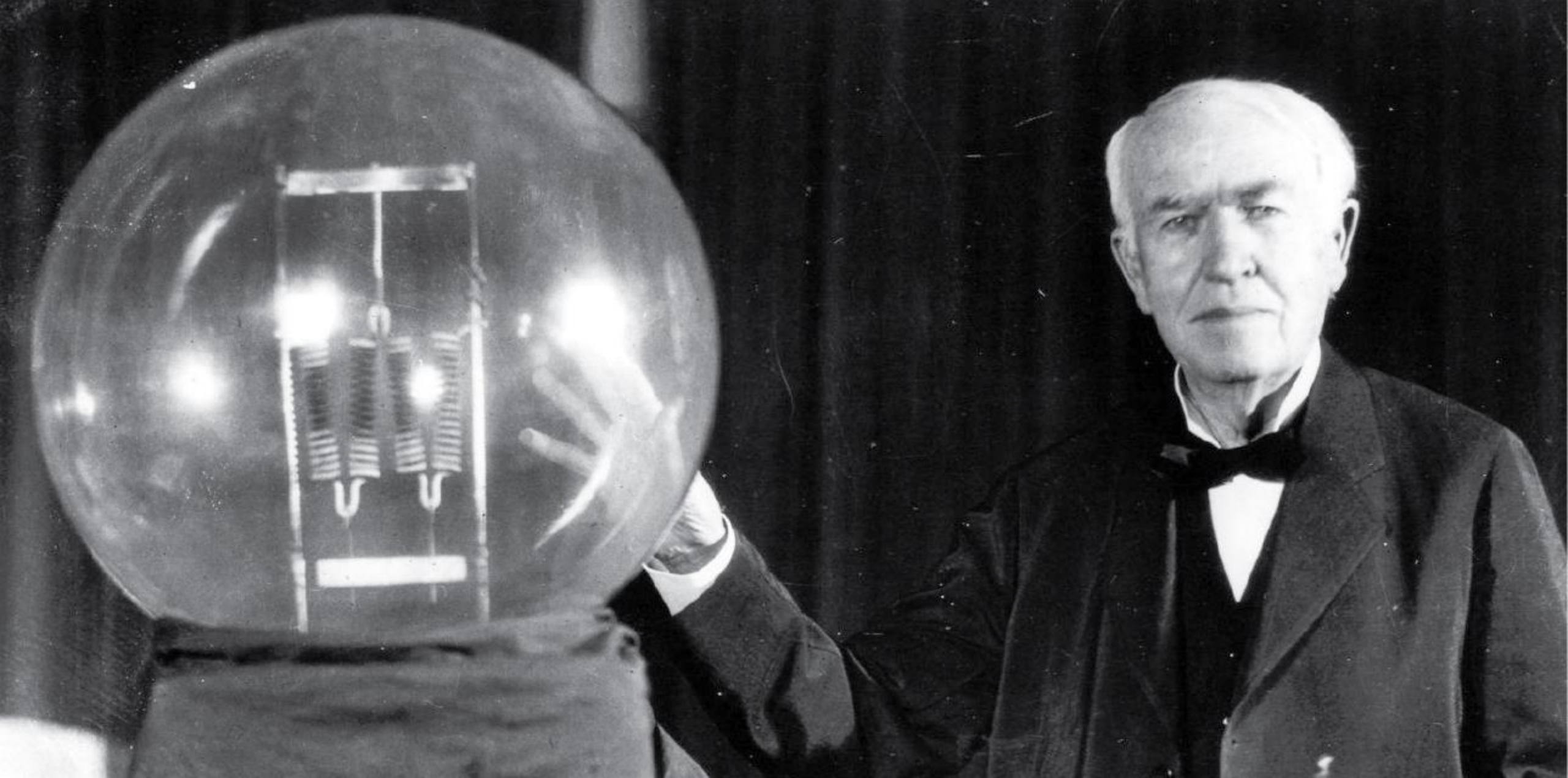


-NASHVILLE-
HOT
CHICKEN

PITTSBURGH EXCLUSIVE!
If they love it, you'll get it.



SANDERS: 1009 TIMES BEFORE SUCCESS



EDISON: 10.000 TIMES BEFORE SUCCESS

STARTUP FAILURES

Keep pivoting!



Doorbusters **NEW!**

Food & Drink (902)

Things To Do (1256)

Beauty & Spas (1611)

Health & Fitness (1292)

Automotive (147)

Electronics (1766)

Getaways (611)

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BURBN CHECK-IN APP ► INSTAGRAM



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Join Pinterest to find (and save!) all the things that inspire you.

 Continue with Facebook

or

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Create a password

Sign up

Creating an account means you're okay with Pinterest's [Terms of Service](#), [Privacy Policy](#) and [Cookie use](#).

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15 seconds to sign up (free!)

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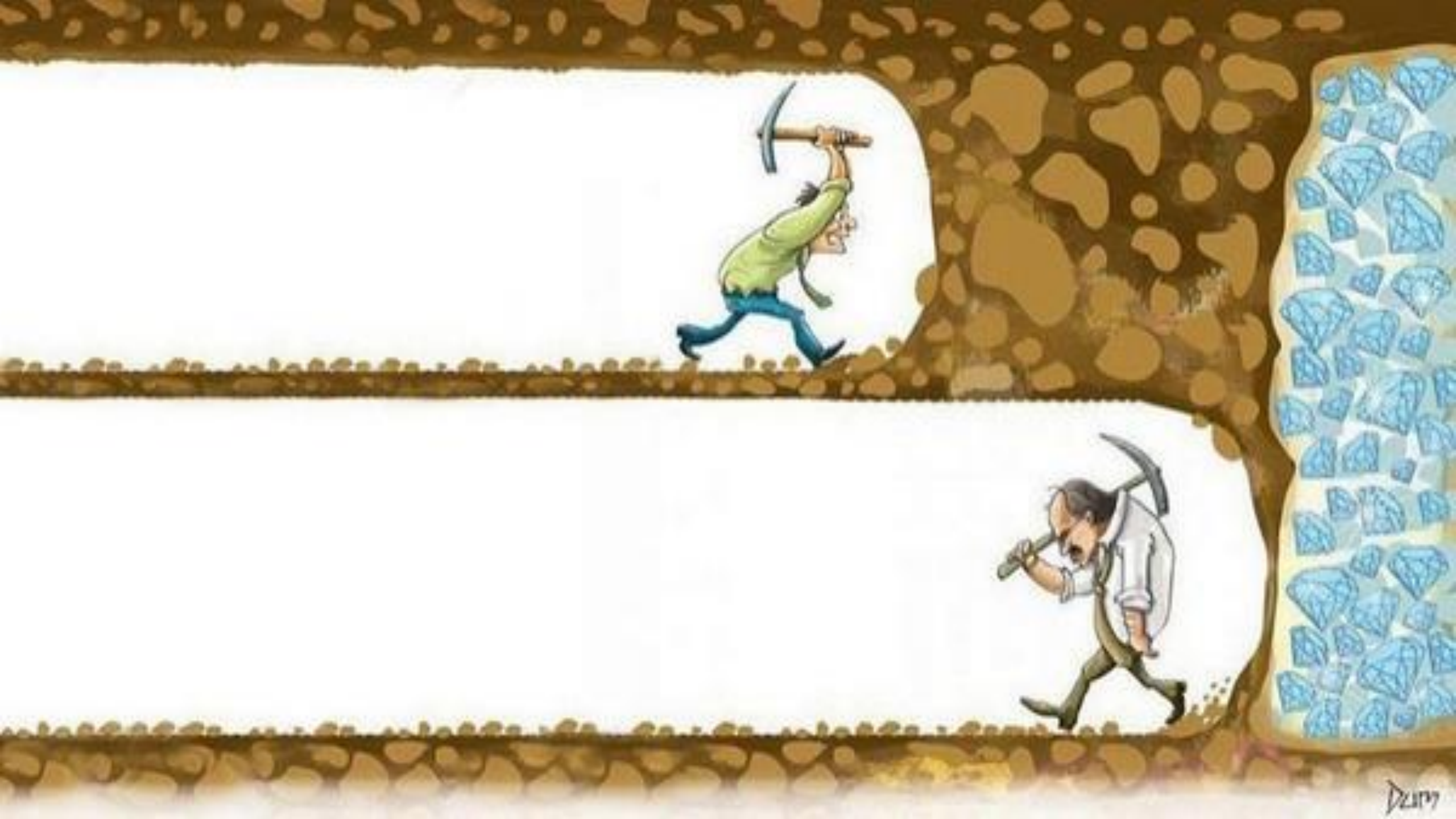
Merci pour l'ice crime @themudday, on ne l'oubliera pas !

Tweet and photo by @melissa_simoni
12:04 PM - 8 May 2014

ODEO PODCAST ► TWITTER

Hm..

RIP



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