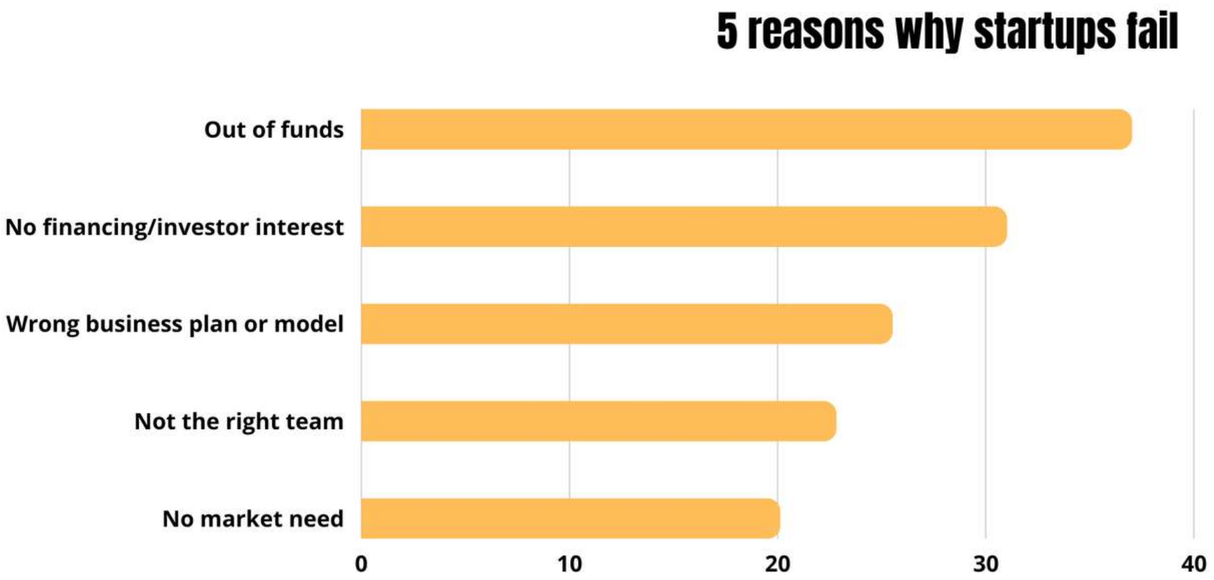
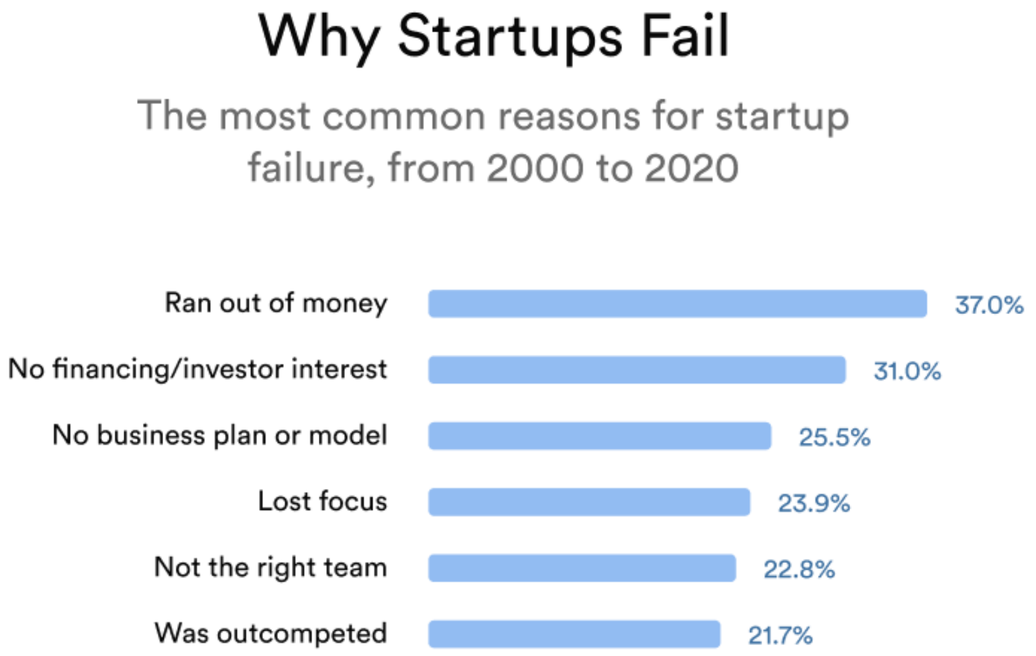
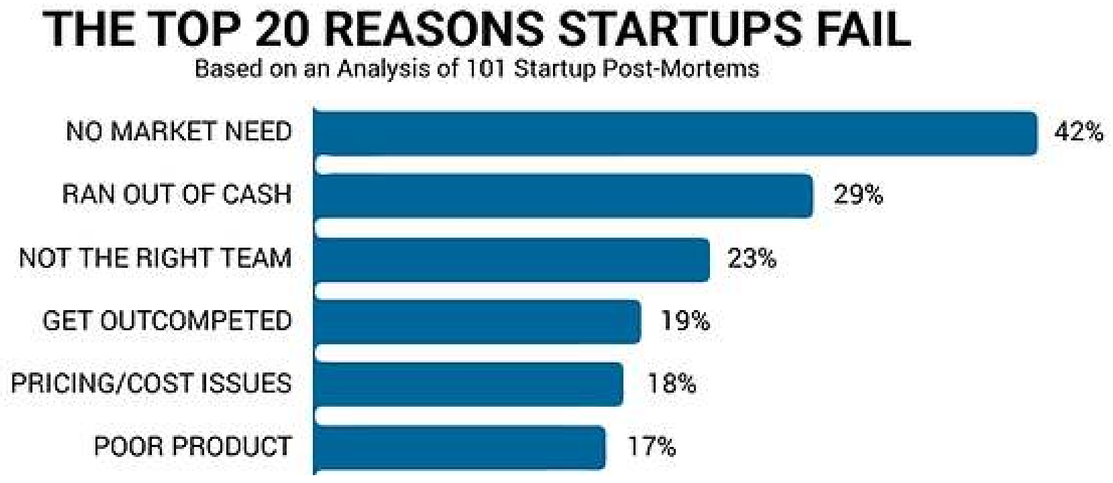

The search for a
SUCCESSFUL
team


5 reasons why startups fail
Out of funds
No financing/investor interest
Wrong business plan or model
Not the right team
No market need
0
10
20
30
40


Why Startups Fail
The most common reasons for startup failure, from 2000 to 2020
Ran out of money
37.0%
No financing/investor interest
31.0%
No business plan or model
25.5%
Lost focus
23.9%
Not the right team
22.8%
Was outcompeted
21.7%


THE TOP 20 REASONS STARTUPS FAIL
Based on an Analysis of 101 Startup Post-Mortems
NO MARKET NEED
42%
RAN OUT OF CASH
29%
NOT THE RIGHT TEAM
23%
GET OUTCOMPETED
19%
PRICING/COST ISSUES
18%
POOR PRODUCT
17%

00 Table of Content

- Entrepreneurial mindset
- Balanced team composition
- There should be a leader.

01

Entrepreneurial mindset

- Proactiveness
- Ownership
- Adaptability





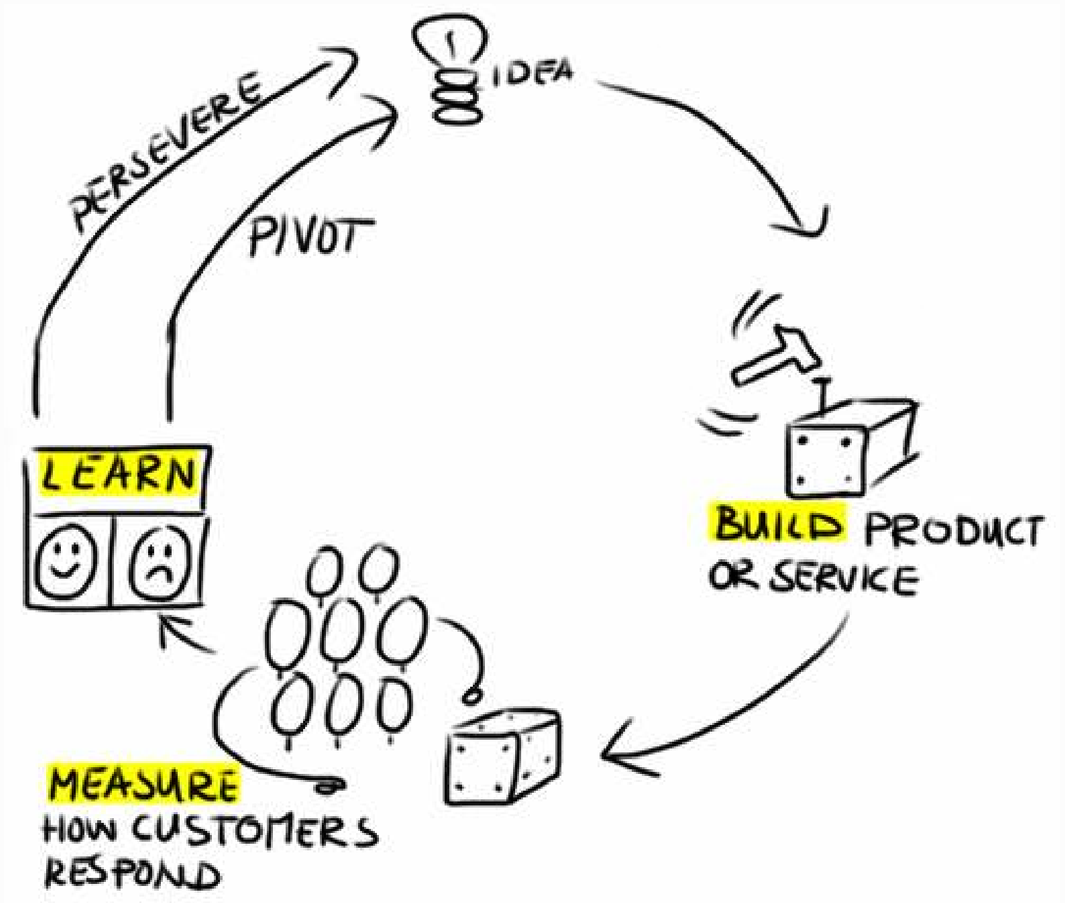
Proactiveness

Ownership



"It's not my fault"

Taking ownership



Adaptability

pivot -
fundamentally changing the direction of a business
when you realize the current products or services
aren't meeting the needs of the market

02

Balanced team Composition

- Diversity in roles
- Skill Overlap



Skill Overlap









Diversity in roles

03

Leadership

- Lead by example
- Decision making



Lead by example





Decision making

Thank You!



Deyvid Dimitrov

Fullstack developer @ **Qualifast**
Entrepreneur wanna-be @ **helti**