

# Rainmaker's Canvas

<p><b>Perceived Need Or Problem</b> ②</p>	<p><b>Resources Required To Deliver The Solution</b> ③</p>	<p><b>Your Difficult To Copy Or Expensive To Replace Unique Solution</b> ④</p>	<p><b>Your Irresistible Offer</b> ⑤</p>	<p><b>Target Market or Customer</b> ①</p>
	<p><b>Key Activities Required To Deliver Your Unique Solution</b> ⑥</p>		<p><b>Distributions And/Or Marketing Channels</b> ⑦</p>	
	<p><b>Key Metrics</b> ⑨</p>			
<p><b>Cost Structure</b> ⑩</p>			<p><b>Revenue Stream(s)</b> ⑧</p>	
<p><b>Product or Service Focus</b></p>			<p><b>Market Focus</b></p>	