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ticket item sales, with again the emphasis on selling the solution, not features. Lets Get Real is of the Sandler School of selling (another school of business to business sales methodology.) Jill Konrath has great strategies and insights for large sales.

Steve Blank Books for Startups

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12. Burned out/lacked passion. Work-life balance is not something that startup founders often get, so the risk of burning out is high. Burnout was given as a reason for failure 5% of the time. The ability to cut your losses where necessary and redirect your efforts when you see a dead end — or lack passion for a domain — was deemed important to

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