THE LEAN CPTO · WORKSHOP 02 WORKSHEET

My AI MVP Is Stuck at 80%.

Fix it, rebuild it, or sell it by hand? By the end of the session you'll have made one clear call, and have a developer brief or an offer ready to send this week.

Thu 29 Oct · 6:30pm Sydney
2 hours on Google Meet, recorded

Matt Ainsworth and Kale Miller
The Lean CPTO · fractional CTO

Want a hot seat?
Type HOT SEAT in the chat

Have your AI builder logged in and a rough list of what's broken. **Rough answers beat blank boxes.**

1 · Triage your MVP

15 minutes

List everything that's broken or half-built, then mark what each one does to your next sale.

What's broken or half-built	Blocks a sale / Annoys a user / Nice to have	Broken for how long?
Example: password reset email never arrives	*Blocks a sale*	*3 weeks*

Which stall patterns do you recognise? Tick all that apply.

- ☐ **The regression loop.** Every fix breaks something that used to work.
- ☐ **The credit spiral.** You pay to create the bug, then pay again to fix it.
- ☐ **Works in preview, not live.** Fine in the builder, broken on the real website.
- ☐ **Half-working integrations.** Payments, emails or logins that work some of the time.
- ☐ **Hidden security gaps.** Customer data other people could see or change.
- ☐ **Tangled foundations.** Code so tangled even the AI loses track of it.

A **What does a customer actually need before they'll pay you?**
One or two sentences.

B **The one thing blocking your next sale**

2 · Make your call

10 minutes

Answer in order and stop at the first match. That match is your call.

#	Question	Your answer	If the answer is...
1	**Has anyone paid, or clearly said yes to paying?**		**No: pause and sell by hand**
2	**Could customer data, logins or payments be exposed?**		**Yes: fix that first**
3	**Does each fix break something else?**		**Yes: rebuild**
4	**Could a developer understand the code in an hour?**		**No: rebuild**
5	**Is what's left a short list of named problems?**		**Yes: fix**

Still unsure? Pause, sell by hand, and get a second opinion before you spend. **Rough costs (market ranges, not quotes):** a fix is often a few hundred to a couple of thousand US dollars per named problem; a rescue or rebuild of the core commonly runs from about US$2,000 to US$25,000+; pausing costs close to nothing in code. Get two quotes for anything over US$2,000.

Your call

1 **Fix, rebuild or pause?**

2 **The one reason why**

3 **Budget ceiling (US$), and the date you'll review this call**

3 · Write your developer brief

10 minutes

Developers quote what you describe. Send the same brief to two developers so you can compare like with like.

1 **What it does, and who it's for**

Two sentences.

2 **Problems 1 to 3, and the steps to see each one happen**

3 **What "done" looks like for each one**

How you'll check it.

4 **Tools and accounts they'll need, and who owns them today**

Builder, hosting, database, payments.

5 **Budget ceiling (US$) and deadline**

Check the quote before you sign

Every answer should be yes

- [ ] It's a fixed price, and I know what happens if it takes longer.
- [ ] Each problem is named, with what "done" looks like.
- [ ] Code, accounts, logins and data stay in my name.
- [ ] They'll write short notes on what they changed.
- [ ] We can start with one small paid fix before the big job.
- [ ] I've had a second opinion on anything over US$2,000.

4 · Sell it by hand

15 minutes

A Founder MVP: you deliver the result by hand, with AI tools, email and spreadsheets, while the software catches up. Customers pay for the outcome, not the app.

1 **Who it's for, and the result they get, in their words**

2 **How you'll deliver it by hand this month**

Tools and steps.

3 **Hours per customer · Price (US$) · Number of places**

"I'm taking on [number] businesses this month to [outcome]. I'll do it for you by hand while the software is finished. It's [price]. Would you like one of the places?"

Three businesses you'll offer it to this week	Contact	Date sent
1.		
2.		
3.		

Your 7-day plan

- [ ] **Day 1.** Finish your triage and lock in your call.
- [ ] **Day 2.** Send your brief to two developers, or pause the build.
- [ ] **Day 3.** Send your hand-delivered offer to the first business.
- [ ] **Day 4 to 5.** Follow up and have the conversations.
- [ ] **Day 6.** Make at least one clear payment ask.
- [ ] **Day 7.** Check every quote against the checklist before you sign.

Hot seat prep

Want to be triaged live? Have one line ready for each: what does it do and who pays for it? What's broken (be ready to share your screen)? What have you tried so far?

Questions after the session?

Email **hello@theleancpto.com** about your triage, your call or your brief, and Matt or Kale will answer them.

Next: Workshop 03 · Tue 10 Nov, 7pm Sydney
Is my AI MVP safe to sell? Find the leaks before a customer does. 90 minutes, free.

All workshops are free
Seats are capped. Dates and replays at theleancpto.com/workshops

Still stuck? Two ways forward.

Free: the 5-Minute MVP. Answer 5 questions and Claude writes your sell-by-hand plan.
Done for you: Founder MVP. We build the hand-delivered version for you, so you're selling this month.

Comment MVP or DFY in the chat

Scan for the 5-Minute MVP