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Tipping Point
The Magic Moment
in a Startup's Life

A 10-yr-old Validated My Idea



Sumit Jain, Co-founder of
CommonFloor

This moment happened just six months after we had started CommonFloor Groups platform. We had a customer meeting at an apartment and as we walked past the play area of the apartment, we saw a big group of kids playing football and when I asked one of the kids if there was a tournament happening. He said: "Uncle, it's usual for us as we contact kids around all the blocks through CommonFloor and all interested kids come here to play football."

I was ecstatic to hear it from a 10-year-old kid. That moment made us realise that we are going in the right direction and our business model holds a lot more potential..