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How to work with a big corporate

Have empathy



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A man in a light blue shirt stands at the front of a room, presenting to an audience seated at tables. The room has a rustic, industrial feel with brick walls and exposed pipes. A large white screen is behind the speaker. To the right, a chalkboard menu is visible with items like 'COULASH', 'BBO', 'EXTRA STEAK', and 'LOCAL BEER'. The overall lighting is dim, with blue and white tones.

Be consultative



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Be patient (and raise enough money)



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Do your homework



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Find your champion



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3 simple questions



Value

What is the value
you provide to
your customers?



Partnership

What partnership
could you see with
the bank or one of
its entities?



Need

What would you
need from the
bank to make the
partnership
happen?



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THE DIGITAL FUTURE IS ALREADY HERE

MKB is ready to tackle it with You.
ARE YOU?



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November 30 – December 2
fintechlab.hu/hackathon



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hackathon