

- \* [ ] Do you have a CCC (if game)?
- \* [ ] Do you have your 4 pillars?
- \* [ ] What ‘pain’, or users need, are you solving? (No pain, no gain)
- \* [ ] Can you pitch your project?
- \* [ ] If you plan to sell it: (For Fun, For Money, Life-Time)
- \* [ ] Can you explain your company’s viability (BMC)?
- \* [ ] Do you understand your user (value canvas)?
- \* [ ] If you plan to continue after the hackathon: \*(Yes/No/BloodyMonday)\*
- \* [ ] What would you need to make it happen ?
- \* [ ] What is blocking you from making it real ?
- \* [ ] If you have a unique opportunity when you exit the train: \*(Are you ready ?)\*
- \* [ ] How would you present your project: \*(Can you do it ?)\*
  - \* [ ] In four words
  - \* [ ] In a breathable sentence
  - \* [ ] With a “Do you know how/who ... to solve ...”
- \* [ ] If the person has 5 minutes around a coffee: \*(Would you be ready ?)\*
- \* [ ] Do you have 4 slides to illustrate your project ? \*(Must be on your phone)\*
- \* [ ] Do you have a short 1-minute video to help understand the project? \*(Must be on your phone or/and Youtube)\*
- \* [ ] If the person loves your idea and wants you to explain it to the team in two days: \*(Are documents ready for that?)\*
- \* [ ] Do you have a 7-minute slide deck to present the viability of your minimal viable version?
- \* [ ] Check the “Ready to be Invested” items.
  - \* [ ] Pain: Are you sure you are coding for someone?
  - \* [ ] Solution: Are you sure the code will be used by the user?
  - \* [ ] Unique Specification: Are you sure the user won’t use another service?
  - \* [ ] Market Understanding: Are you sure the user will be able to buy your service?
  - \* [ ] Target Segmentation: Are you sure you know who you are coding for?
  - \* [ ] Team Solidity: Are you sure you can spend 5 years working on it?
  - \* [ ] Business Model: Are you sure the code will pay the salary of 4 employees for 10 years?
  - \* [ ] Profit and Loss on a beer coaster: Could you explain the math on a 10 cm beer coaster why your code will make money?
  - \* [ ] Risk: Are you sure you won’t code for nothing for 2 years?
  - \* [ ] Finance Request: How much cash/help would you need to make your code reach the users?
  - \* [ ] In Hackathon
    - \* [ ] Craziness: Is the project at least a bit fun and unique in the tech?
    - \* [ ] Project State: Did you code a bit to prove that it could work?
- \* Team works: (Just for me to coach)
  - \* [ ] Who is in charge of the viability thinking ?
  - \* [ ] Who is in charge of coding ?
  - \* [ ] Who is in charge of be in time for the presentation ?