

# Discovery Questions

Key questions for meeting with Ezra

## Business & Vision

"What does R10M look like for InvestRand?"

"What's taking most of your time?"

"How do customers find you?"

"What would ideal engagement look like?"

"Is R660k on the table or seeking options?"

## Technical & Operations

"One thing you'd fix tomorrow?"

"What's broken in CRM that causes friction?"

"What's working with current team?"

"Who else is involved in this decision?"

"Success in 6 months looks like?"

## MEETING DETAILS

18 January 2026 | 1500-18:00 | Cape Town

Objective: Deep discovery for genuine partnership potential