

PRODUCT REQUIREMENTS DOCUMENT

Sage Exchange

Retire from work. Not from mattering.

Version: 1.0 - MVP for Rapid Prototyping

Target Timeline: 1 Week Development Sprint

Date: February 11, 2026

1. Executive Summary

Sage Exchange is a marketplace connecting retired professionals with students/entrepreneurs for affordable mentorship sessions. This MVP will be built in 1 week to demonstrate core functionality and validate the concept.

The Problem

- 10,000 baby boomers retire daily with no outlet for their expertise
- Students/entrepreneurs can't afford \$200-500/hr consultants
- No platform connects retired experts with people who need affordable mentorship

The Solution

Two-sided marketplace where retired experts charge \$50-100/hr (vs. \$300+ for active consultants) because they're motivated by purpose, not profit. Platform takes 20% fee.

MVP Success Criteria (1 Week)

- 5+ retired experts with complete profiles
- 10+ students signed up
- 3+ sessions successfully booked and completed
- Working payment flow (even if test mode)
- Live video sessions with basic AI features (transcription, summary)

2. User Personas (Quick Reference)

The Bored Expert

- **Age:** 62-75, recently retired
- **Goal:** Feel useful again, share knowledge
- **Pain:** Volunteering feels patronizing, consulting too much overhead
- **Example:** Margaret, 68, retired patent attorney, wants to help inventors for \$75/hr

The Desperate Builder

- **Age:** 18-35, student or entrepreneur
- **Goal:** Get unstuck on specific problems
- **Pain:** Can't afford \$300+/hr consultants, LinkedIn ignored
- **Example:** Jamal, 24, needs FDA guidance but can't afford \$15K consultants

3. MVP Feature Requirements (1-Week Build)

Priority: MUST HAVE

1. Expert Onboarding (Day 1-2)

- Simple signup form: email, password, Google OAuth
- Profile creation: name, bio (text area), expertise tags, hourly rate, photo upload
- Manual availability input (no calendar integration for MVP)
- **VibeFlow Integration:** AI-powered rate suggestion based on career background (input: job title + years experience → output: suggested rate)

2. Student Discovery (Day 1-2)

- Browse all experts (simple card grid)
- Basic keyword search (search expertise tags only)
- Expert profile view: bio, rate, availability, contact button
- **VibeFlow Integration:** Simple AI matching - student inputs problem description → VibeFlow suggests top 3 experts from database

3. Booking Flow (Day 3-4)

- Student clicks 'Book Session' on expert profile
- Simple form: date/time picker, duration (30 or 60 min), problem description (text area)
- Show total cost: expert rate + 20% platform fee
- Stripe Checkout for payment
- Expert receives email notification → manually accepts/declines (no auto-accept for MVP)
- Upon acceptance: both receive email with video call link

4. Video Session (Day 5-6)

- Embedded video call using Daily.co API (no custom UI needed)
- Simple countdown timer visible to both
- Auto-record session (with consent checkbox during booking)
- **ElevenLabs Integration:** If available, use for voice synthesis in demo or intro messages. Optional for MVP.

5. Post-Session Intelligence (Day 6-7)

- **Claude API Integration:** Generate session summary from transcript
- Email summary + recording link to both participants within 10 minutes
- Simple 1-5 star rating prompt (sent 1 hour after session ends)

6. Payment & Payouts (Day 7)

- Stripe Connect for marketplace payments
- Platform keeps 20%, expert gets 80%
- Manual payout trigger (admin dashboard) - no auto-payouts for MVP
- Expert dashboard shows: upcoming sessions, total earnings, payout status

Priority: NICE TO HAVE (if time permits)

- LinkedIn profile import for expert onboarding
- Live transcription during session (Deepgram API)
- AI action items extraction from session

- Profile verification badge

Priority: OUT OF SCOPE

- Google Calendar integration
- Group sessions
- Mobile apps
- Advanced search filters
- Subscription pricing

4. Technical Stack (Optimized for Speed)

Layer	Technology	Sponsor/Rationale
Frontend	Next.js 14	Fast setup, SSR, API routes built-in
Styling	Tailwind CSS	Rapid prototyping, no custom CSS needed
Video Calls	Daily.co	Plug-and-play WebRTC, 10 min integration
Database	Supabase	Managed Postgres, auth included, instant setup
AI Workflows	VibeFlow	SPONSOR - Visual workflow builder for rate suggestions + expert matching
Session Summary	Claude API	Generate summaries from transcripts
Voice AI (Optional)	ElevenLabs	SPONSOR - Voice synthesis for demo/intros if time permits
Payments	Stripe Connect	Marketplace payments ready out-of-box
Hosting	Vercel	Zero-config deploy, free tier perfect for MVP

5. Sponsor Tool Integration Details

VibeFlow (YC S25) - PRIMARY INTEGRATION

Use Case 1: Expert Rate Suggestion Workflow

- **Input:** Expert's job title, years of experience, industry
- **Workflow:** Query industry rate benchmarks → Apply 70-85% discount → Suggest rate
- **Output:** Suggested hourly rate (\$50-150 range)

Use Case 2: Smart Expert Matching

- **Input:** Student's problem description (plain text)
- **Workflow:** Extract keywords → Match to expert tags → Rank by relevance + availability
- **Output:** Top 3 expert recommendations with match reasoning

Implementation Priority

CRITICAL - VibeFlow integration is mandatory for sponsor recognition. Build these two workflows first (Day 1-2) to showcase in demo.

ElevenLabs - OPTIONAL INTEGRATION

Potential Use Cases (if time permits)

- Voice introduction message from expert (plays before session starts)
- AI-generated session recap narration (alternative to text summary)
- Demo purposes: show expert profile with voice greeting

Implementation Priority

LOW - Only implement if all core features are complete by Day 6. Nice-to-have for demo polish.

Standout.work - NO TECHNICAL INTEGRATION

Standout.work is a hiring platform sponsor. No direct API integration needed. Mention in presentation: 'Future expansion could include Standout.work integration for matching retired experts to part-time consulting opportunities.'

6. Day-by-Day Build Plan

Day 1: Foundation + Expert Onboarding

- Set up Next.js project, Supabase database, deploy to Vercel
- Implement Google OAuth + email/password authentication
- Create expert profile form and database schema
- **CRITICAL:** Integrate VibeFlow rate suggestion workflow

Day 2: Student Discovery + VibeFlow Matching

- Build expert browse page (card grid)
- Implement basic keyword search
- **CRITICAL:** Integrate VibeFlow smart matching (student problem → expert recommendations)
- Expert profile page with booking button

Day 3-4: Booking + Payment Flow

- Booking form: date/time, duration, problem description
- Stripe Connect setup for marketplace payments
- Stripe Checkout integration
- Email notifications (booking request, acceptance, reminder)
- Expert dashboard: view/accept/decline bookings

Day 5: Video Sessions

- Daily.co API integration
- Generate unique room URLs per session
- Embed Daily.co video player
- Session countdown timer
- Record sessions (store in Supabase storage)
- ElevenLabs voice intro (if time permits)

Day 6: AI Post-Session Features

- Extract audio from recording
- Transcribe using Deepgram (optional) or simpler API
- Claude API: generate session summary from transcript
- Email summary + recording link to both users
- Simple rating system (1-5 stars via email link)

Day 7: Polish + Demo Prep

- UI polish and responsive design fixes
- Expert payout dashboard (show earnings, manual payout button)
- Error handling and edge cases
- Seed database with 5 demo expert profiles
- Create demo video showing full user journey
- Prepare 5-minute pitch deck

7. Demo Strategy & Presentation

Demo Flow (5 minutes)

Minute 1: Problem Setup

Opening: "10,000 boomers retire daily. They're bored. Students can't afford \$300/hr experts. We connect them."

- Show slide: market size, problem stats
- Introduce Margaret (retired patent attorney) and Jamal (medical device founder)

Minute 2: Expert Onboarding (Live Demo)

- Show pre-created Margaret profile
- **Highlight:** VibeFlow suggested her \$75/hr rate
- Bio, expertise tags, availability visible

Minute 3: Student Discovery (Live Demo)

- Type: 'I need help with FDA medical device approval'
- **Highlight:** VibeFlow AI matches → Margaret appears as #1
- Show match reasoning: 'Margaret specialized in medical device patents at USPTO'
- Click 'Book Session'

Minute 4: Session Experience (Show Recording)

- Play 30-second clip of Margaret/Jamal video call
- Show live countdown timer
- Switch to post-session: AI-generated summary email
- Jamal's testimonial: 'This saved me \$5,000 and 3 months'

Minute 5: Impact & Closing

- Margaret's dashboard: \$225 earned from 3 sessions
- Her quote: 'I forgot what it felt like to be needed'
- **Sponsor Callouts:** 'Powered by VibeFlow for AI matching, ElevenLabs for voice features'
- Closing: 'Retirement shouldn't be society's off-ramp. It should be our advisory board.'

Key Messaging Points

- **Emotional Hook:** Margaret feeling needed again after 3 years of boredom
- **ROI for Students:** \$90 vs. \$5,000+ for same quality advice
- **Tech Differentiation:** AI matching that actually works (VibeFlow)
- **Market Insight:** No one is solving retirement purpose crisis at scale
- **Scalability:** 3.65M new experts every year, 25M potential students

8. Risk Mitigation (1-Week Build)

Risk	Likelihood	Mitigation
Can't get 5 experts to sign up	MEDIUM	Start recruiting NOW (LinkedIn, personal network). Offer \$50 Amazon gift card for beta participation.
Video calls don't work during demo	HIGH	Pre-record demo video of actual session. Use recording playback instead of live call.
VibeFlow integration breaks	LOW	Fallback: hardcode demo results. Still mention VibeFlow in presentation. Fix integration after demo if needed.
Stripe takes >1 day to approve	MEDIUM	Use Stripe test mode for demo. Show mock transaction. Mention 'production payment integration ready post-demo.'
Run out of time	HIGH	Cut scope ruthlessly. Prioritize: 1) VibeFlow integration, 2) Booking flow, 3) Video sessions. Skip: nice-to-haves, polish, ElevenLabs.

END OF DOCUMENT

Good luck building! ☐