

Perfect — here are **4 crisp talking points** you can use to frame your call with Paulina. They're designed to hit what she'll be looking for as CEO while giving you hooks to steer the conversation.

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## Opening Talking Points for Paulina

### 1. Vision into Roadmap

*"What excites me about DeepJudge is the clarity of the vision — making institutional legal knowledge accessible and trustworthy. My focus would be translating that vision into a concrete roadmap that the team can execute against while keeping customers and investors aligned."*

### 2. Customer Impact & Adoption

*"In the first months, I'd want to be very close to customers — understanding how they measure value, where adoption friction is, and then prioritizing features that improve onboarding and stickiness. That ensures quick wins while building long-term trust."*

### 3. Scaling the Product Org

*"I know as founders you've carried a lot of product weight yourselves. I've built and scaled product orgs before, and I'd bring structure without bureaucracy — setting up a system where discovery, delivery, and feedback loops are owned by product so you can focus on growth and strategy."*

### 4. Long-Term Differentiation & Category Leadership

*"Looking further out, I see DeepJudge not just as a search product, but as the intelligence layer for legal knowledge. My role would be to make sure we build toward that defensible category leadership — enterprise-grade reliability, integrations, and new product bets that reinforce your long-term vision."*

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These set you up to:

- Show you understand her **CEO lens** (vision, growth, differentiation).
- Demonstrate you'll deliver **immediate value** (customer adoption + roadmap clarity).

- Position yourself as someone who can **take weight off founders' shoulders** while scaling responsibly.
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👉 Do you want me to also put together **likely questions Paulina will ask you** (and how best to answer them) so you can practice steering the narrative?