

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.

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."

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.

👉 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?