



## Pathways Into The Thriving Passion Economy

Accessing prosperity through passions

### By Intention

We are passionate about building technologies to change peoples lives

### For Intention

Peoples lives can change when they're following their passions



Platform To The People

[www.siquisoft.com](http://www.siquisoft.com)

# S PASSION ECONOMY

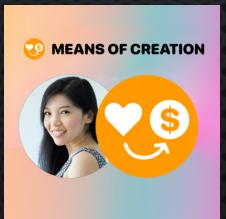


We've all seen the rise of some pretty spectacular on-line economies.

The **Attention-Economy**, The **Gig-Economy** and The **Digital-Economy**.

The **PASSION-ECONOMY** is happening now and in an expansion phase.

Identified and extensively covered by **Li Jin** and **Adam Davidson**,  
the Passion-Economy is built around “creators with a purpose” - people who  
are powerfully motivated to start a brand, business or community on  
digital platforms, around a shared passion.



**Li Jin**

The Passion Economy  
and the future of work  
*a16z - Atelier*



**Adam Davidson**

The New Rules for Thriving  
in the Twenty-First Century  
Co-founder *NPR Planet Money*

# S THE PROBLEM



**Without** something tangible to monetize, entrepreneurs interested in following their passions as a career are finding it difficult to create sustainable businesses online.

To generate income online today, you must:

Create something...

Podcast  
White Paper  
YouTube Video

Have something...

Merchandise  
Product  
Service

Be something...

Gig-professional  
Programmer  
Designer



...you can monetize.

*“Ideas that are not apparent are often the biggest ideas. AirBnB is a good example. Who thought there was a business with private room renting to compete with hotels?”*

# S THE SOLUTION



That's what I'm talking about!

An all inclusive and customizable framework entrepreneurs can build upon to create branded and engaging websites to monetize verticals within horizontal markets.

Build communities of like-minded people around shared passions by...

## Curating Content...

Curate (and/or create) content from your "Passion" point of view.

## Having Conversations...

Moderate forums about things your audience is passionate about



## Listing Trusted Resources...

Save your audiences time by providing access to trusted products & services

## Providing a Place to Transact...

Create a marketplace relevant to your passions. Classifieds and ecommerce

...all from one platform **without** having something to sell

# S WHY NOW ?

But if you are... you'll want our platform too!



## Creators, Influencers and Gig-professionals ("the Creators").

If you're just as amazing as these individuals, but not exactly like a "Creator"... you're going to need the Si Quis Platform to follow your passions as a career.

### Few platforms exist...

for "non-creators" to monetize experiences, knowledge and expertise

### Millions are actively looking...

to create a living doing what they love

### A taste of AW (I'm not talking root beer)...

The "Alternative Workplace", work coming to workers, is evolving

### We are focused on...

creating fundamentals to hyper-engage small communities around shared interests

### The TAM is large and growing...

and the market is underserved yet supported by substantial financial opportunity

### Expectations are growing...

and the workforce is choosing a work/life balance that resonates with their values and concerns

# S MARKET POTENTIAL



The world is a passionate place!

## The Passion Economy



**Disciple Media** - 2/17/2021

The Passion Economy is worth today over \$38 billion.

# TAM: \$38 Billion

January,1 2020

We believe the market potential for Si Quis is substantial... here's why

### Target Audience <sup>1</sup>

Total US Population: ~333M

Total Global Population ~ 7.79B

US Gen Z: ~68.2M  
Global Gen Z: ~2.0B

US Millennials: ~73.0M  
Global Millennials: ~1.8BM

US Creators: ?M  
Global Creators: ~50M  
US Influencers: ~179M  
Global Influencers: ~13.8B

- Our target audience is large
- \$38B TAM is large and growing fast
- Cultural shift to working with intention
- Cohorts are comfortable in digital space
- Our product is differentiated from competition
- Financial investment in the space growing quickly

# S COMPETITION

They're all different, and impressive!

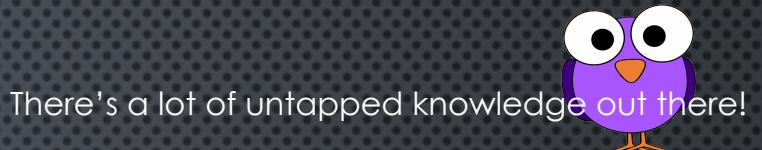


Here are a few companies in industries we think are amazing...

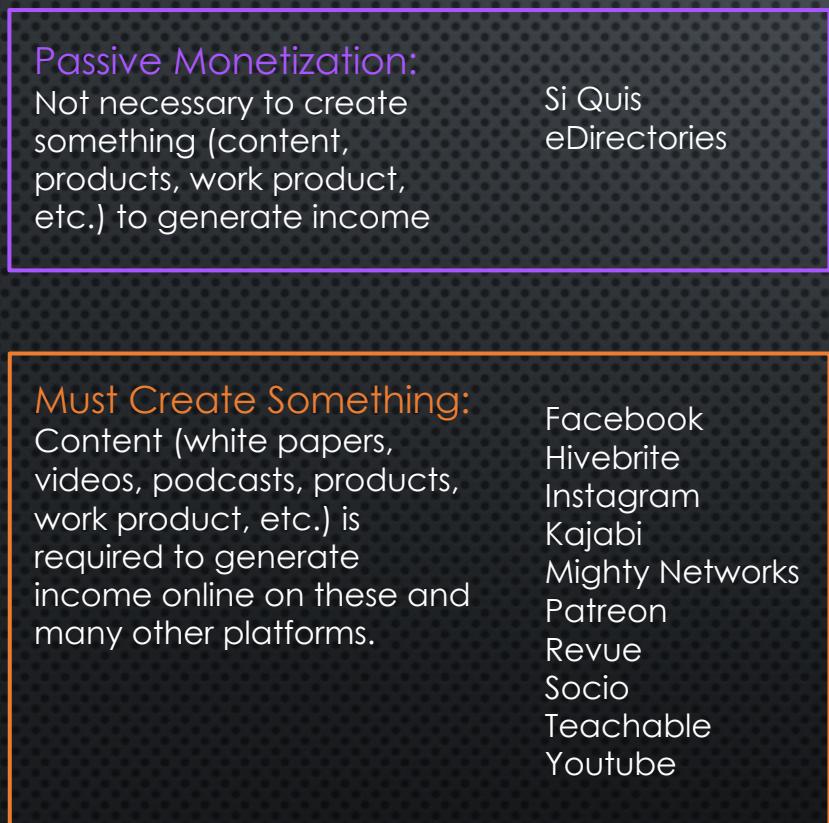
Functionality	 SiQuiSoft	 edirectory	 KAJABI	 patreon
Platform / Industry	Community	Directory	Creator	Creator
Content – Curate/Create	✓ Yes, Both	✓ Create Only	✓ Create Only	✓ Create Only
Directories	✓ Yes, Free or Fee	✓		
Memberships	✓ Yes, Free or Fee	✓	✓	✓
Classifieds Engine	✓ Yes, Free or Fee	✓		
eCommerce	✓ Links to existing			
Advertising	✓ Multiple options		✓	
Events	✓ Yes, full-featured	✓		✓
Forums	✓ Yes, full-featured	✓	✓	✓
Notes	Full-stack of functions	Close Competitor	\$\$\$ - Billions in turn	\$\$\$ - Billions in turn

...but mainly focused on the “Creator” space. We are different.

# S MAGIC QUADRANT



The “Creator Space” is extremely competitive and highly specialized. 50 Million creators and \$104B in turn – many platforms are focused on this segment.



Si Quis is focused on expanding the market to passionate non-creators (as well as creators).

# S BUSINESS MODEL

This is how we create a great business !



## How Si Quis will thrive in the thriving Passion Economy

### Expanding our passionate team

We believe our small team of passionate individuals will be the driving force behind our success

### Creating technologies that work

Our platform is comprised of technologies we've created, as well as accretive technologies our partners have created

### Taking care to remain customer centric

Our clients can afford our tech, allowing them to invest in growing their community, increasing revenue and staying relevant

### Build upon our "Rockstar" tech's vision

We're lucky to have a passionate tech guru to set our course while we help build and manage a passionate team

### Building the best and using the best

We're building a lot of great tech ourselves, but we'll also partner with companies to help market to and communicate with their clients

### The Passion Economy aligns with our values

We truly believe value created will result in value captured. Fair, transparent and accountable actions. We build this and prosperity will follow.

# S GO TO MARKET STRATEGY



## Three phased approach for our go-to-market strategy

### Launch Three Beta-Sites



Aircraftwest - owned and operated by Si Quis Software, and two other development partner sites to be determined.

- Six months of operations
- Only uses “Front-end”
- Back-end development waiting to finalize
- Finalize AI algorithms
- Use learns to finish programming

### Finalize Platform Functionality

Using learns from beta-site ops, we will finalize site requirements and launch back-end of platform.

No later than 6 months from start of Beta-Sites

- Pricing model refined
- Marketing structure refined
- Integrations refined
- Teams expanded
- Version 1 Prod complete

### Launch Full-Featured Platform

- Teams in place
  - Marketing & Sales
  - On-boarding & Support
- Executing on business plan



**Brent Bostwick,**  
Founder and Managing Member

Brent is a passionate entrepreneur with years of experience running companies in the b2b software, alternative energy and multi-channel consumer products space. Brent's experiences include leading small organizations of 10 to larger organizations of 700+; revenues from \$1M to \$150M; and equity raises with angles to VC's of \$750K to \$134M.

Brent is also a passionate and avid pilot with multiple ratings and over 6,000 hours of flight time in more than 35 different aircraft.

Brent is full-time (24/7) managing and working on this project.



**Bryan Reed,**  
Founder and Member

Bryan is a passionate and self-motivated software engineer and developer who enjoys building end to end applications. He is focused on system architecture and system scaling to ensure smooth and seamless growth potential while ensuring maintainability through code efficiencies. In addition, Bryan has years of experience in large scale multi-tenant database driven applications and systems integrations. Bryan has held prominent positions in back-end software development for Commrse, Sitecrafting, Brightleaf Web and others.

Bryan is currently Senior Manager, ERP, Integrations and IT for a well-established international consumer products company.

Bryan is driving our technology and overseeing development of our platform. He is currently working part-time on this project and has been able to meet the challenges and goals we have set.



Don't forget to mention me!



# PROJECTED FINANCIALS

You might also like to see our [Excel model](#).



Si Quis Software	Pre-Launch	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$0	\$173,840	\$634,600	\$2,474,145	\$6,951,165	\$17,507,003
Internal Labor Costs	\$60,000	\$326,894	\$981,318	\$1,940,128	\$4,327,050	\$9,013,987
Outsourced Labor	\$25,000	\$75,000	\$150,000	\$125,000	\$100,000	\$75,000
General Expenses	\$6,600	\$23,500	\$124,400	\$317,550	\$873,916	\$1,880,469
Total Expenses	\$91,600	\$425,394	\$1,255,718	\$2,382,678	\$5,300,966	\$10,969,456
Profit/(Loss)	(\$91,600)	(\$251,554)	(\$621,118)	\$91,467	\$1,650,199	\$6,537,547
Cash Flow / Investment Timing						
Cash Beginning of Year	\$5,000	\$413,400	\$161,846	\$1,540,728	\$1,632,195	\$3,282,394
Company Revenue	\$0	\$173,840	\$634,600	\$2,474,145	\$6,951,165	\$17,507,003
Investment	\$500,000	\$0	\$2,000,000	\$0	\$0	\$0
Expenses	\$91,600	\$425,394	\$1,255,718	\$2,382,678	\$5,300,966	\$10,969,456
Cash End of Year	\$413,400	\$161,846	\$1,540,728	\$1,632,195	\$3,282,394	\$9,819,941

## Investment Opportunity

Round Amount: \$500,000

Pre-Money Valuation: \$5,000,000

Equity Stake: 9.09%

Source: Si Quis Software Financial Model – Projections 1/1/2022

Note: Details of the investment opportunity, capitalization table and other important information is contained in our business plan.



# Access to prosperity through passion

## Forward looking - where we will be in five years

We will have helped build thousands of companies that create substantial value in the form of financial success and personal fulfillment for people interested in following their passions.

We will have created substantial value for our shareholders and stakeholders as well as met some pretty extraordinary people along the way.

Thank You !



Platform To The People

# S FOOTNOTES

A lot of fine print here – but good information !



- Slide 2: **The Rise Of The Passion Economy And Why You Should Care**  
Benjamin Vaughan – FORBES Jul 17, 2020  
**The Passion Economy and the Future of Work**  
Li Jin – Future a16z Oct 8 , 2019  
**The Passion Economy: The New Rules for Thriving in the Twenty-First Century**  
Adam Davidson – Vintage Books 2020
- Slide 6: **Global, US Populations by segments**  
Worldometers.com, World Bank, Statista.com  
**How the Coronavirus Outbreak Has – and Hasn't – Changed the Way Americans Work**  
Pew Research Center Dec 9, 2020  
**More Connected Than Ever Before: How We Build Our Digital Comfort Zones**  
Kaspersky Daily – 2020

- Slide 7: **eDirectory – Online directory software**  
[www.edirectory.com](http://www.edirectory.com)  
**Kajabi – Creator platform for knowledge businesses**  
[www.kajabi.com](http://www.kajabi.com)  
**Patreon – Creator platform - access to process**  
[www.patreon.com](http://www.patreon.com)
- Slide 11: **Financial Excel Spreadsheet**  
Si Quis Software Jan 15, 2022  
Available upon request