

Module 3 - Example - Cash Discipline

Runway Scenarios

Cash in Bank: \$150,000

Scenario 1: \$30K/mo Burn

- Runway: 5 months
- Add 2-week buffer: Real runway = 4.5 months

Scenario 2: \$22K/mo Burn

- Runway: 6.8 months
- Real runway = 6.3 months

Scenario 3: \$15K/mo Burn (Post-Cut)

- Runway: 10 months
- Real runway = 9.5 months

Decision: Cutting from \$30K → \$22K buys 1.8 months of time without gutting operations