Verbal Pitch Script

Lynx Office Visit — Prepared for Osborn Manuel Davies K. Hodges

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The 30-Second Version   If you only get a moment

"Hi, I'm **Osborn Davies** — I'm a tech founder and I won the Ghana Civil Service Best IT Tech Award this year. I've built two live platforms: an EdTech app for WASSCE students and a FinTech service for traders globally.

Here's the thing — **no agency in Ghana represents tech founders**. Musicians have representation, actors have representation, but tech founders? No one.

I think **Lynx could be the first** to own that category. I've put together a proposal — can I leave you my card with the link?"

The 2-Minute Version   `If you get a real conversation`

HOOK   ~10 sec

"Let me ask you something — **who represents tech founders in Ghana?** Musicians have Lynx, 3Music, Black Avenue. Actors have agencies. Influencers have managers. But tech founders building real products? No one. "

CREDIBILITY   ~20 sec

"I'm Osborn Davies. I just won the Ghana Civil Service Best IT Tech Award for 2024/25 . I'm a fullstack developer, and I've built two platforms that are live right now:

- **BrillaPrep** — an AI-powered exam prep platform for WASSCE and BECE students
- **TradeMetricsPro** — algorithmic trading solutions for global clients"

THE OPPORTUNITY   ~30 sec

"There are 900,000 students sitting WASSCE and BECE every year in Ghana alone. EdTech is exploding post-COVID. And no one is telling these stories — no one is positioning Ghanaian tech founders the way Lynx positions artists.

This is a **completely open category**. Whoever moves first defines how it works."

WHAT LYNX GETS   ~30 sec

"For Lynx, this is **first-mover advantage** in a new vertical. It's recurring revenue from SaaS subscriptions — not one-time deals. It's a global client base through TradeMetricsPro. And frankly, it's a powerful story: 'Lynx expands from music into tech' — that's a headline that writes itself."

THE ASK   ~20 sec

"I'm not asking for a decision today. I'm asking for a **30-minute conversation** — maybe with Richie if he's available — to explore if this makes sense.

I've put together a detailed proposal. Here's my card with the link. Take a look, and if it resonates, let's talk."

Handling Questions

Q **"Why would we represent a tech founder?"**

> "The skills are the same — brand building, media relationships, deal negotiation. Tech founders need visibility and credibility just like artists. The only difference is the industry, and that's exactly the opportunity."

Q **"We don't know anything about tech."**

> "You don't need to. I handle the product and the technical side. What I need is what Lynx does best — connections, positioning, and amplification. You've already proven you can build careers."

Q **"What's in it for us financially?"**

> "Commission on recurring SaaS revenue. As the platforms scale, that compounds. We can discuss exact terms, but the model is straightforward — you succeed when I succeed."

Q **"Why Lynx specifically?"**

> "Because Richie built Lynx by seeing what Ghana's creative industry *could become* before anyone else did. This is the same moment for tech. I want to work with someone who understands vision, not just transactions."

Practice Tips

✓ **Say it out loud** 10+ times until it feels natural

✓ **Time yourself** — the 2-minute version should be under 2 minutes

✓ **Don't memorize word-for-word** — know the beats, not the script

✓ **Pause after the hook** — let it land before continuing

✓ **Make eye contact** when you say "Lynx could be the first"

✓ **End with confidence** — you're offering an opportunity, not asking for charity

Key Numbers to Remember

900K	**5M+**	**2024/25**	**2**
WASSCE/BECE students yearly	West Africa TAM	Award Year	Live Platforms

Full Proposal: **lynx-pitch.pages.dev** | WhatsApp: **+233 54 012 5882**

Good luck! You've got this. GH