

Presentation Evaluation

Investor:

Company:

Telephone:
() -

Email:

Entrepreneur:

Company:

Telephone:
() -

Email:

PRESENTATION STYLE (20%)

1. Materials presented in clear, concise, and logical and/or sequential form; quality of visual aids (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
2. Presentation stayed within time frame (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
3. Conveyed confidence and professionalism (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
4. Demonstrated knowledge of industry (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
5. Responsiveness to judges/effectively fielded questions (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
6. Stimulated investor interest and/or ability to maintain judge's interest (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>

Comments/questions:

VISUAL AIDS (10%)

1. Clear and readable (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
2. Relevant to plan (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
3. Attractive and professional (3%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>

Comments/questions:

BUSINESS PLAN (35%)

1. Product/service clearly described (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
2. Marketability of product/service substantiated (5%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
3. Strength of management team demonstrated (5%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
4. Company operations clearly described (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
5. Major risks identified (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
6. Sales analysis and forecasts clearly presented (4%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
7. Capital requirements clearly stated (5%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
8. Ability to relate need for the company (4%) (meaningful examples, practical applications, etc.)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>

Comments/questions:

VIABILITY (35%)

1. Market Opportunity: There is a clear market need presented as well as a way to take advantage of the need. (7%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
2. Distinctive Competence: The company provides something novel/unique/special that gives it a competitive advantage in this market. (7%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
3. Management Capability: This team can effectively develop this company and handle the risks associated with the venture. (7%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
4. Financial Understanding: The team has a solid understanding of the financial requirements of the business (7%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>
5. Investment Potential: The business represents a real investment opportunity in which you would consider investing. (7%)	EXCELLENT 5 <input type="checkbox"/>	GOOD 4 <input type="checkbox"/>	ADEQUATE 3 <input type="checkbox"/>	FAIR 2 <input type="checkbox"/>	POOR 1 <input type="checkbox"/>

Comments/questions: