Questions

<company_overview>

1. What is your company's name?
2. What is your company's tagline or slogan (in 5-7 words)?
3. In one sentence, what does your company do?
4. What is the primary problem your company solves?
5. Who is your target audience?
6. What makes your solution unique or innovative?
7. When was your company founded?
8. What stage is your company at (e.g., idea, MVP, revenue-generating)

</company_overview>

<problem_statement>

1. What are the top 3-4 problems your product or service addresses?
2. For each problem, do you have any statistics or data points that illustrate its significance?
3. Who experiences these problems (e.g., consumers, businesses, specific industries)?
4. Why haven't these problems been adequately solved before?
5. What are the consequences of these problems remaining unsolved?
6. How urgent are these problems for your target market?
7. Are there any regulatory or industry trends amplifying these problems?

</problem_statement>

<solution>
1. How does your product or service solve each of the problems you've identified?
2. What are the key features or components of your solution?
3. How is your solution different from existing alternatives?
4. Can you provide a brief explanation of how your solution works?
5. What technology or innovation does your solution rely on?
6. How scalable is your solution?
7. Do you have any patents or proprietary technology?
8. How does the founder's background or experience contribute to this solution?
9. What benefits does your solution provide to users or customers?
10. Do you have any early feedback or testimonials from users? </solution>

1. What is your Total Addressable Market (TAM) in terms of users and monetary value?
2. What is your Serviceable Addressable Market (SAM) in terms of users and monetary value?
3. What is your Serviceable Obtainable Market (SOM) in terms of users and monetary value?
4. What timeframe are you projecting for your SOM (e.g., Year 3, Year 5)?
5. What are the key demographics of your target customers?
6. What are the spending habits or behaviors of your target market?
7. What is the projected growth rate of your market?
8. Are there any market trends that support the growth of your business?
9. Who are the key players or stakeholders in your market?
10. What percentage of the market do you aim to capture in the next 3-5 years?

</market_potential>

<business_model>

1. What are your primary revenue streams?
2. Do you have a subscription model? If so, what are the different tiers and their price points?
3. Do you have any transaction fees or commission structures?
4. Are there any secondary revenue sources (e.g., partnerships, data monetization)?
5. What is your pricing strategy, and how does it compare to competitors?
6. What is your customer acquisition cost (CAC)?
7. What is your projected lifetime value (LTV) of a customer?
8. What are your margins on products or services?
9. Do you have any recurring revenue?
10. What are your projections for user growth and revenue over the next 3-5 years?
11. When do you project to reach profitability?

</business_model>

<go_to_market_strategy>

1. What is your initial target market or geographic region?
2. Why is this market ideal for launching your product or service?
3. What are the key steps in your go-to-market strategy?
4. Who are your early adopters, and how will you reach them?
5. What marketing channels will you use to acquire customers?
6. Do you have any strategic partnerships to help with market entry?
7. What is your sales strategy (e.g., direct sales, channel partners)?
8. How will you scale your go-to-market efforts?
9. What are the key performance indicators (KPIs) for your go-to-market strategy?

10. How will you expand beyond your initial market?
11. Are there any regulatory or compliance issues to consider in your target markets?

</go_to_market_strategy>

<competitive_landscape>

1. Who are your main competitors?
2. What are the strengths and weaknesses of each competitor?
3. How does your solution differ from or improve upon existing options?
4. What is your unique value proposition compared to competitors?
5. Are there any indirect competitors or alternative solutions to consider?
6. What barriers to entry exist in your market?
7. Do you have any proprietary technology or other competitive advantages?
8. How do you expect the competitive landscape to evolve in the next 3-5 years?
9. How easily could competitors replicate your solution?
10. Are there any potential future competitors to be aware of?

</competitive_landscape>

<team>
1. Who are the key members of your founding team?
2. What are their roles and responsibilities?
3. What relevant experience or qualifications does each team member bring?
4. Have any team members had previous startup successes or exits?
5. Are there any gaps in your current team that you're looking to fill?
6. Do you have any notable advisors or board members?
7. What is the team's collective vision or commitment to the company's mission?
8. How long has the team been working together?
9. What relevant industry connections does the team have?
10. Are there any key hires you plan to make in the near future?

</team>

<traction_and_milestones>

1. What key milestones has your company achieved to date?
2. Do you have any current user or customer numbers you can share?
3. Have you generated any revenue? If so, how much?
4. Have you raised any previous funding? If so, how much and from whom?
5. Do you have any notable partnerships or client relationships?
6. What are your key goals for the next 12 months?
7. What are your key goals for the next 24 months?
8. How do you measure success or progress in your business?
9. Have you had any significant product developments or iterations?

10. Are there any upcoming major launches or releases?
11. Do you have any letters of intent or commitments from potential customers?

</traction_and_milestones>

<investment_ask>

1. How much funding are you seeking in this round?
2. What type of funding are you looking for (e.g., SAFE, equity)?
3. What are the key terms of the investment you're proposing?
4. How will you use the funds raised?
5. What milestones do you expect to reach with this funding?
6. Do you have any plans for future funding rounds?
7. What is your company's current valuation?
8. What is your expected valuation after this funding round?
9. What is your ideal investor profile?
10. Beyond capital, what do you hope investors will bring to your company?
11. What is your projected return on investment for investors?
12. Do you have any committed investors for this round already?

</investment_ask>

<closing_statement>

1. In one sentence, what is your company's ultimate vision?
2. What major problem or change in the world does your company aim to achieve?
3. How do you see your company transforming its industry in the long term?
4. What excites you most about your company's future?
5. Is there a powerful statistic or projection that encapsulates your company's potential?
6. Do you have a call to action for potential investors?
7. Is there a quote or statement that captures the essence of your company's mission?

</closing_statement>