**Fundraising School**

Brief explanation:

Knowing that we are changing the brand for Fundraising School be part of [30x.org](http://30x.org) but independent as this is in English.

Fundraising School and the reason you are in this program in English is because fundraising happens mostly in this language across the world.

Key changes:

* Add the free videos from [youtube.com/@FundraisingSchool-SeriesA](http://youtube.com/@FundraisingSchool-SeriesA)
* It was April 25th - May 31st, now it’s Nov 25th to Dec 13th Tuesdays 6pm, Thursdays 6pm and Saturdays 1pm.
* It was free- Now it’s $1450, the first version was free by Andres and his friends, this new version is paid, but we do offer half scholarships, and all the money is for AI tools developed for founders, as well as a money back guarantee for any founders who can’t apply the knowledge and fundraise.
* It was hosted by Andres Bilbao and Laurea Gaviria Halaby from Softbank, now it’s host by Andres Bilbao and Angelica Carrillo

You can change all the copy as you please

For entrepreneurs by entrepreneurs

Master the art of fundraising with top 1% founders in a 3-week program. Connect with fellow visionaries, and redefine what’s possible for your business.

Nov 25th to Dec 13th

Past speakers have include

Pictures of all speakers

Curriculum

Module 1: How to Get Into Y Combinator (Free) by Daniel Bilbao

* Write a clear and compelling first draft of your YC application.
* What YC looks for: team, problem, solution, market, traction.
* Live writing of 3 key application answers.
* Common mistakes and how to avoid them.
* Application and interview workshop: the toughest questions a YC partner will ask you.
* Thursday, October 29 – 2:00 PM (Colombia Time)

Module 2: Should You Raise Capital? Understanding the Fundraising Process

* When a startup is not VC-backable
* When it’s better to raise from angels vs. other options (bootstrapping, revenue-based financing)
* Real expectations: time, rejection, iteration
* Funding stages (Pre-Seed to Series A), realistic metrics (no hype)
* Understanding the full pipeline: first message, deck → meetings → due diligence → wire → money in the bank
* Anatomy of the process and players (angels vs VCs, pros & cons)
* Ideal fundraising timeline, and timeline for YC accelerators

Module 3: The Fundraising Process & Types of Funds

* Understanding Fund Economics and why VCs need 100x outcomes—adjust your narrative accordingly.
* Types of venture funds and how they work: LPs, time horizons, “1–2 winners” model.
* Valuation: driven by supply and demand; pre-money vs post-money.
* 12 questions you MUST ask a VC.
* Investor list-building and how to create your own Investor-Market Fit: thesis + research (stage, ticket size, sector, geography, focus). Scoring and prioritizing 30–50 investors.
* Simulate 3 valuation scenarios and how much equity to sell at each stage (10–20% per round), dilution vs runway.

Module 4: How to Build a Winning Pitch Deck

* What investors actually want to hear: Pitch, Deck, Networking.
* Build a 5-10 slide deck focused on: Team / Problem / Solution / Market / Traction. Multiple deck versions + “Deck killers”: what NOT to include.
* Write and practice your elevator pitch (30–60 seconds) with proof points and clear CTA.
* Effective networking: where to meet investors and how to build real relationships even if you’re not in Silicon Valley.
* Deliverables: Pitch deck v1 (5–10 slides) + elevator pitch script.

Module 5: How to Use AI to Raise Capital

* Best practices and AI tools for fundraising: e.g. DocSend.
* How to use AI Agents while still building human connection in cold outreach → warm intros.
* Build your Investor CRM Funnel with 30 segmented leads (angels / VCs / operators).
* AI prompts to write the 3 key investor emails that actually get opened. Metrics and follow-up cadence.
* Tool: Practice with an AI “Angel Investor” (building our own GPT to simulate investor conversations).

Module 6: Costly Mistakes and How to Avoid Them

* Avoid bad dilution with SAFEs, cap tables, and option pools—how to structure healthy equity.
* SAFE post-money vs priced round (clear cap table implications).
* Close legal/tax gaps: Delaware C-Corp + QSBS benefits for founders and investors.
* Real case red flags: asking for 100k incorrectly, underestimating dilution, outsourced tech teams, nonsensical valuations, etc.
* Simulation of tough Q&A (typical early-stage VC questions).

Module 7: After the Pitch – Due Diligence, Data Room & Closing

* What happens after the “yes”, the due diligence process: what investors ask for and when.
* Preparing a lightweight data room, legal checklist, key documents (Bylaws, Cap Table, Option Plan, 409A if applicable).
* Reverse due diligence: researching the investor (do this before accepting their money).
* How to create urgency and FOMO credibly without burning relationships (timelines, soft commits, insider terms).
* Investor updates and newsletters — including to those who said no.

Module 8: Success Stories + Live Pitch Lab

* Case studies of founders who successfully raised capital.
* Live pitching + tough Q&A.
* Mentorship sessions.

**Virtual Demo Day**

Direct feedback from VCs and angel investors on your pitch and Q&A performance.