

TalkSense AI

Analysis Report

Mode: Sales Call

Date: 1/4/2026

Duration: 05:40

Sentiment: positive

Meeting Quality: Medium

Executive Summary

Discovery call completed with some interest shown. Requires follow-up to establish clear next steps and timeline.

Key Insights

1. [Decision Ambiguity] Soft next step agreed but lacks firm commitment. Requires confirmation.
2. [Decision Ambiguity] Decision maker not clearly identified. May need to engage additional stakeholders.

Action Plan

1. Recommendation: Send summary and pricing for internal review

Transcript

[00:00]

I'm so stressed out.

[00:01]

Try to plan all of life celebrations.

[00:03]

I mean, I got little Suzy's graduation.

[00:05]

I got Ted's birthday party, and of course, football season is coming back.

[00:09]

I would have planned a tailgating party for that.

[00:12]

I wish there was one easy solution for me to order all my party supplies just as easy as other members.

[00:30]

There is, you will have an awesome budget for tomorrow when you have an incredible history.

[00:48]

Remember with Dalton, Buryyy³Ä, and 892, the freeholder and organic manage

[00:57]

In addition to that, our friends over at Amazon Primer are looking it up with our crazy, crazy curated party box that's delivered to your door.

[01:05]

Plus, we have hooked up over 1500 incredible talents of dancers, acrobatics, and even your own personal chef from Bidihana.

[01:13]

Kata-chee! That's it.

[01:15]

It all starts with the box.

[01:19]

Party One demand has already partnered with over 35 of the world's largest companies and brands.

[01:24]

I'll tell you the cool thing.

[01:25]

Think of Pinterest, meets Etsy, deliver in your box, and all exclusive rights of your door.

[01:31]

Oh, man, it's going down.

[01:32]

Our app is simple and easy to use. And if less than five clicks on your phone, your party is on. With over \$251 billion in licensing and rental industry, we know we're going to interrupt this marketplace because over 800,000 people celebrate their birthday in the US alone every single day, not including over 500,000 people that just have a great social and celebration as well. With that, party One demand situates ourselves between the sweet spot of affordability and convenience.

[02:02]

Now, our revenue model was simple.

[02:04]

Nowhere and I may know where can you find food, talent, and the core delivered to your door, same day for the incredible price.

[02:11]

Wait for it.

[02:12]

\$209.00.

[02:13]

Oh!

[02:14]

Make it want to shake something.

[02:17]

We're asking for \$1.5 million in exchange for 15% equity.

[02:22]

This will give us a 15 month run away and yield approximately to about \$7.5 million.

[02:27]

Party On Demand was inspired by my father, who passed away from cancer. But before he did, he said, son, celebrate life more often.

[02:36]

Whether that's your job promotion or getting an A on a test or even crossing the street, celebrate life every single day.

[02:42]

Now you don't have to stress no more or wonder how to put on a really cool party and impress your friends, we can do it for you.

[02:49]

I'm Big Willie G. the CEO of Party On Demand and we're helping you, you, you, you and your best friends said next to you to party on. So call us and I'll see you at the party.

[02:58]

We'll, we'll, we'll.

[02:59]

All right.

[03:06]

All right.

[03:10]

I'll let the judges weigh in.

[03:18]

I dare somebody to ask the first question.

[03:25]

Are you free to MC the next founder of your demo day?

[03:28]

Absolutely.

[03:29]

Just call me up.

[03:30]

We honor.

[03:31]

Okay.

[03:32]

I'll ask a real question like that was amazing by the way.

[03:35]

Are you in market?

[03:36]

Do you have revenue?

[03:37]

Yes. So we've already generated over \$150,000 and less than four months and our stealth mode, private beta mode, active speak and Los Angeles, California.

[03:46]

Okay. And will you be only in California?

[03:49]

Will you be expanding to other markets?

[03:50]

Oh, well I play.

[03:51]

Everybody likes the party and including us. So we're looking forward to start their Los Angeles and quickly grow. That's why we in Canada, Montreal makes an eye.

[04:04]

Yeah.

[04:05]

Park time.

[04:06]

Mercy, mercy, mercy. That's only what I learned. That's only what I learned.

[04:09]

I'm sorry.

[04:10]

You are a force and I would never want to go against you or bet against you but to get to the numbers.

[04:21]

Do you have the unit economics in terms of how much does it cost you to acquire a customer and of the \$299 what's the contribution back and so how long does it take for you to recoup?

[04:30]

Absolutely. So we built in a total of 50% profit margins overall, right? So out of our \$299 it only cost us \$150 and land the box to the door to the consumer and

[04:40]

\$150 come back to the company.

[04:42]

We're really excited about that.

[04:43]

Our curated party boxes have a 70% profit margin put into them so it only cost us \$20 to

[04:48]

\$25 to create a curated experience for the consumer.

[04:51]

To acquire them we're only working with our Facebook ads at the moment and right now we're currently having around \$5 to \$7 per CAQ. So I'm going to avoid the temptation to ask you if you drink coffee. So as you expand into new markets and I wonder is Willie G the force of nature that makes it possible and have you thought about how to clone that into other locations because I'm not sure that's easy.

[05:19]

No, I can't care.

[05:20]

Well thank you for that. But yes that's the most important thing.

[05:23]

Our opportunity for our platform is to encourage and nurture great people who just want to inspire.

[05:28]

Have a great time.

[05:29]

A more importantly, celebrate life responsibly. And we feel a party on the man will be that platform, allowing them to do that and hopefully have a million willing Jesus here.

[05:38]

All right great.

[05:39]

Thank you very much Willie.