

ACADIANA ANGELS - PITCH WORKSHEET

If an entrepreneur would like to pitch to the Acadiana Angels they must be prepared to make a 15 minute presentation supported by a Power Point deck. **The presentation must present all the items in the following outline in order.** The presentation will be followed by Q&A no longer than 30 minutes.

- A. Product, service or technology:
 - a. Explain what the company does.
 - b. How idea was formed?
 - c. Stage of development (prototype, ready for market, in market, etc.)

- B. Management:
 - a. Key people
 - b. Are any non-owners under contract, non-compete, etc.
 - c. Background and experience

- C. Market:
 - a. Current customers.
 - b. Potential customers.

- D. Competition:
 - a. Who or what will compete?
 - b. What makes this company better?

- E. Intellectual Property (if applicable):
 - a. What IP is associated with offering?
 - b. At what stage if applied for?
 - c. Owner of IP?

- F. Financials:
 - a. Current financial statements (if applicable).
 - b. Projected financial statements – Year 1 -2 monthly, Year 3 -5 annual.

- G. Exit strategy:
 - a. How long?
 - b. Potential buyers?

- H. Valuation and offer:
 - a. What will invested dollars be used for?
 - b. How did you arrive at value of company?
 - c. What do investors get for investment?