

FAQ For Companies Interested in Pitching to Teton Angels

What can you tell us about your incredible, exciting, phenomenal business?

If you'd like to inquire about potential investment from Teton Angels, here are some of the questions we often ask:

- Please explain the problem in the world that you are trying to solve?
- How big a problem is it? Where/who does it impact the most?
- How do you propose to solve that problem? What is your solution? How does it work? How does it solve the problem?
- Who (which people or which buyers within which types of companies) would buy your solution and what would it replace, or how would they justify purchasing it?
- How many of those companies/people are there in the US? worldwide?
- How would you go about selling your solution to these people?
- How are you planning to price your solution?
- How are you planning to deliver/configure/install/support your solution?
- What are your financial projections for revenue, gross profits, expenses, EBITDA, and cash flows for each of the next 5 years?
- Who might want to buy your company and at what point?
- Why would they want to buy it?
- How much would they likely be willing to pay for it?
- How much money have you raised for your business so far?
- Who did you raise the money from?
- How much investment money are you seeking to raise?
- What are you planning on using the money for?
- What terms are you seeking for the investment?
- After this round of investment, how much more do you think you might need to raise over time to hit your goals?
- Who is on the team, what are their backgrounds and experience?
- What are the key risk milestones for your company to succeed?

Having the answers in writing, backed-up with data sources, is important. You don't need to have everything perfectly researched with pinpoint accuracy, but you do need to show us that you have done your homework and that you know your market sector inside and out. You might know all of this information, but it's important that you are able to communicate it all during a very brief period of time during a Pitch Meeting where investors are evaluating whether or not they want to dive in deeper.