

“When I became a VC, I wanted to provide a lot of those lessons, the lessons I had learned as a startup entrepreneur, to new entrepreneurs and help them avoid the mistakes I made. And there were many.”

– Jeff Busgang

YOUR FIRST MEETING WITH A VC:

The best VC meetings are very dynamic, where both sides are riffing off of each other on strategy, business development and creative ideas. So, if you're in a meeting with a venture capitalist who's pushing on new areas, run with it!

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you've learned from this module?

Questions for you, the entrepreneur

1. Who can I talk with before the initial meeting? What information might they be able to give me about how the meeting will go? Who will be in the room?
2. What questions do you have for a venture capitalist about your business that can keep your meeting dynamic?
3. What advice or guidance would you like from a venture capitalist?
4. What's the credibility behind your pitch and company claims?

Questions for the team

1. What credibility or validation can you help build for investor pitch meetings?

Readings

Notes:

Founder Genius

Notes:

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Notes:

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