

Prepping for a VC Meeting

Prepping Yourself

- Have a specific, clear ask and outcome
- Visualize that outcome happening (trust me)
- Have a structure or agenda for the meeting. Follow it by default, but not at all costs.
- Write down the PIC's (person in charge) interests and likely questions
- Describe your offer to the VC (market info? insight? experience?)

Prepping for the Investor

- Read LinkedIn Profile – find commonalities
- Read AngelList + Mattermark profile or website – find followed / invested companies and beware competitors(!)
- Read their latest twitter posts / blogs (bonus points if you have an opinion here)
- If possible: prime the pump – get trusted colleagues to lob in a good word about you or your company

Give feedback or say hi!

- www.twitter.com/borker
- www.twitter.com/joinshortlist