



BUILDGROUP

INVESTOR DILIGENCE CHECKLIST

Before You Meet

- At which stage does this investor invest? What size checks are they writing?**
 - What is their investment "sweet spot"? Seed? Pre Seed, Series B? Do they have a minimum revenue requirement? They likely disclose this on their website, or you can simply email and ask.
 - You can also look into recent investments they've made to assess check size. They frequently announce these in press releases or on Twitter. You can also just email and ask.
- Are they interested in businesses like yours?**
 - Are they interested in certain thematic areas? They may disclose as much on their site, and investors will frequently write about areas of interest to them, so check their content channels to see what they're interested in these days.

If They Want to Invest

- Will they have time for me?**
 - How many boards do they sit on?
 - How many portfolio companies are in the funds?
 - Get a referral from an existing portfolio company CEO.
- Will they be able to make the introductions they are promising?**
 - To vet this - ask for one, up front. Consider it a referral.
- Can they help me build my business?**
 - Ask them how they would approach building a sales team.
 - Ask them how they would approach developing a product roadmap.
- Can they provide CEO coaching?**
 - Ask them how to fire somebody.
 - Ask them how to fire somebody for sexual harassment.
 - Ask them what their lowest point was.
 - Ask them what their highest point was.
- Do they play well with other investors?**
 - Call up a VC who shares the cap table with them at an existing company.
- Case Study**
 - Schedule a 1 hour call with the partner in question. Tell them you're working through a specific issue with your business and you'd like to brainstorm with them. This is a test. You can adapt this based on the expertise they claim.

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We Are Fanatical Business Builders