

Block:

Date:



Investor 1:

What business did you develop?

Investor 2:

What business did you develop?

Investor 3:

What business did you develop?

Investor Scenario:

You are a successful entrepreneur. Your businesses have really developed. Now you are looking for new areas to invest your money. You want to find the next great idea.

- Each investor has \$250,000 to invest.
- Listen to each entrepreneur's new product/service/business idea and sales pitch.
- Then determine if you would like to invest money in their idea.
- How much are you willing to invest?
- What percent of the company would you like to own for your investment?
- Do you want to pool your money with another investor on your panel and together invest in an idea?

Remember to be professional and think about your interest as well as the interest of the entrepreneurs.

Develop a minimum of 5 questions to ask investors as they are presenting their idea.

- 1.
- 2.
- 3.
- 4.
- 5.

What characteristics are you looking for in an entrepreneur?

How much money are you willing to invest in the product/service? _____

What percent of the business do you want for your investment? _____

What requirements will you have for the money?

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KEEP NOTES

Entrepreneur #1:

Product/Service idea:

Notes about product/service and offers.

Are you interested in making an offer to invest in the product? Why or why not?

What is your offer?

Was your offer accepted? Why or why not?

Entrepreneur #2:

Product/Service idea:

Notes about product/service and offers.

Are you interested in making an offer to invest in the product? Why or why not?

What is your offer?

Was your offer accepted? Why or why not?

Entrepreneur #3:

Product/Service idea:

Notes about product/service and offers.

Are you interested in making an offer to invest in the product? Why or why not?

What is your offer?

Was your offer accepted? Why or why not?

Entrepreneur #4:

Product/Service idea:

Block:

Date:

Notes about product/service and offers.

Are you interested in making an offer to invest in the product? Why or why not?

What is your offer?

Was your offer accepted? Why or why not?