**Pre-Screening Process > CONFIDENTIAL GEV DOCUMENT**

**Name of Company:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Date\_\_\_\_\_\_\_\_\_**

Dear Founder(s):

Thank you very much for your interest in Global Equity Ventures. We invite a select few companies on a monthly basis to go through our pre-screening process to discuss their business opportunity further in a screening meeting. Consequently, the purpose of our screening meeting is to take the next steps in determining if your company meets GEV’s investment criteria.

This pre-screening document is intended to be a guideline of unique criteria that startups must meet in order to be considered investible by GEV. It is our hope that your opportunity meets these criteria.

We appreciate your participation in our process and the following questions.

Thank you, GEV

**\*Important\* Directions: *Please type your answers immediately following each question mark. Do not use the “Enter” key to move to the next question. Use your mouse or “up/down” arrows on your keyboard. If you hit your “Enter” button, it will change ALL of the numbering system. Thanks.***

**General**

1. Where is your business located?
2. What sector/industry is your company currently working in?
3. What is the stage of your company’s development?
4. Does your management team possess a group of [strong, diverse and passionate members](https://fundingsage.com/perfect-entrepreneurial-t-e-a-m-transformer-examiner-architect-mover/)?
5. Does your company present an opportunity to create a sustainable [competitive advantage](https://fundingsage.com/7-steps-assess-concepts-competitive-environment/) and will it provide exceptional returns, Explain?
6. Is your Product/service unique and [scalable](http://fundingsage.com/difference-lifestyle-business-scalable-company/)?
7. Is the market opportunity for your Product/service large? ($100.0M revenues vs $5.0M revenues)
8. Can you clearly and crisply articulate the value proposition and is your business model well developed?
9. Is your product/service in the concept, Beta or commercial stage of development? **Team:**
10. Is the [IP](https://fundingsage.com/intellectual-property-heart-soul-start/) imbedded in the company?
11. What is the make-up of your management team?
12. How many FTEs and PTs does the company have?
13. Do they have a history of being able to execute?
14. Are your team members comfortable with the investors conducting background checks?
15. What are the salary expectations of your key management team players, post funding?
16. Are there multiple members of any founder’s family on your payroll?
17. [Is your company’s advisory board active?](http://fundingsage.com/advisory-boards-7-reasons-they-are-critical-to-the-scalable-start-up/) **Operations:**
18. Are there any governmental regulations that could result in extending the runway time to commercialization of your product or service?
19. What is your company’s current [cash burn](https://fundingsage.com/explandict/burn-rate/)?
20. How much cash does your company have on hand? Based on the cash on hand, how long is your [runway](https://fundingsage.com/explandict/runway/)?
21. What is the timeframe in which you expect to be cash-flow positive? **Financial and Participation Questions:**
22. Does the opportunity have the potential to provide investors a return of 8X to 10X in 3 to 5 years, 20X to 50X in 3 to 7 years, 50X to 100X in 3 to 10 years or some variation?
23. What level of funding is your company seeking? F&F, Pre-Seed, Seed, Series A Round, Series B Round, etc.?
24. How much funding are you raising?
25. What will you do with the funds raised?
26. Are you offering [convertible debt](https://fundingsage.com/explandict/discounted-convertible-debt/), common or [preferred shares](https://fundingsage.com/explandict/series-a-preferred-stock/), SAFE?
27. If you are offering convertible debt, under what terms are you offering it?
28. What discount are you offering? [Is there a cap on the future valuation](https://fundingsage.com/the-holy-grail-of-entrepreneurship-the-term-sheet-part-3-capitalization-table/) to convertible debtholders? Are you offering interest, and if so at what rate?
29. If you are offering equity, under what terms are you offering it?
30. What shareholders’ rights does the offering include?
31. What is your company’s pre-money valuation?
32. Do you have an employee/options pool, what percentage?
33. Describe your Cap Table or provide a copy.
34. What investment do the founders have in your company?
35. Do anti-dilution rights accompany the equity of any equity holder?
36. Does your company have a lead investor for the round?
37. Are you open to providing a Board Seat? Are you comfortable providing board observer rights?
38. What is your company’s legal structure? Is your company a [LLC](https://fundingsage.com/explandict/llc/), a [C-Corp](https://fundingsage.com/explandict/c-corporation/) or something else?
39. In which country, state/province did you register your company?
40. How much Debt does your company have on its [Balance Sheet](https://fundingsage.com/explandict/balance-sheet/)?
41. What are the terms of your debt?
42. Describe your optimal [“liquidity event” or exit](http://fundingsage.com/founders-exit-strategy/).