

# Kirkland Investor Sharks



## Application

Complete the list of questions below and return to [info@kirklandchamber.org](mailto:info@kirklandchamber.org) by September 15, 2018. It is **highly recommended to submit a video pitch (up to three minutes) with your application. We will accept your video pitch link from either Vimeo or YouTube.**

## COMPANY INFORMATION

**Company Name:** \_\_\_\_\_

Prior names of business (if any): \_\_\_\_\_

**Entity Type** (e.g. C Corp, S Corp, LLC...): \_\_\_\_\_

**Who referred you?**

**Industry (please check all that apply):**

- |  |   |
|--|---|
| <input type="checkbox"/> Green Technology                | <input type="checkbox"/> Real Estate        |
| <input type="checkbox"/> Consumer Product                | <input type="checkbox"/> Services           |
| <input type="checkbox"/> Energy                          | <input type="checkbox"/> Financing          |
| <input type="checkbox"/> Software                        | <input type="checkbox"/> Bio / Lifesciences |
| <input type="checkbox"/> Pharmaceutical / Medical Device | <input type="checkbox"/> Others (Specify):  |

**Company Information**

<b>Company</b>	<b>Founder/CEO</b>
Address	Title
	Office Phone #

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Cell Phone #

Date Founded

Email

# of Full-Time

Website

# of Part-Time

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*\* Please limit your responses to 500 characters or less for each section*

*\* Feel free to delete italicized notes below each section to keep it clean*

### **Company Overview**

*Explain in a maximum of three sentences.*

### **Problem/Opportunity**

*Explain the problem you are solving and prove why it is an opportunity to that target audience.*

### **Solution**

*Explain how to solve the problem and how you solve it differently from others.*

### **Business Model**

*Explain your revenue source, sales cycle, and price of products/services.*

### **Traction**

*Traction ideally is proved in terms of contract, patent, sales figure, etc. Interest from your customers is not considered traction.*

### **Execution Plan**

*Explain your delivery of products/services to your customer step by step with specific dates.*

### **Market**

*Prove the 'addressable' market that is actually **reachable** by your company within the next 3-5 years.*

### **Customers**

*Explain the characteristics of the buyer and the end-users.*

### **Competition**

*List at least three direct/indirect competitors.*

### **Management Team**

*List name, title, and related experience that make your team qualified to run your company.*

### **Board of Directors / Advisors**

*List names and backgrounds of Board of Directors and advisors.*

## Financial Projections (if applicable)

	2016 Actual	2017 Actual	2018 Forecast	2019 Forecast	2020 Forecast
Revenue					
COGS					
Gross Profit					
Expenses					
EBITDA					

*Current monthly burn rate:*

## Investment Required

Pre-Money Valuation	
Asking Investment Range	
Proposed terms	

## Exit Strategy

*Provide a specific date, prepared liquidation price, and ROI.*

## Resources needed beyond capital

*List any resources your company needs beyond capital: introductions, executive recruitment, etc.*

## By submitting this application, you acknowledge, understand, and accept the following:

This application and event is for information and illustrative purposes only. It is not, and should not be regarded as "investment advice" or as a "recommendation" regarding a course of action, including without limitation as those terms are used in any applicable law or regulations. This information is provided with the understanding that with respect to the material provided herein (i) Kirkland Chamber of Commerce is not acting in a fiduciary or advisory capacity under any contract, or any applicable law or regulation, (ii) the panel will make their own independent decisions with respect to any course of action in connection herewith, as to whether such course of action is appropriate or proper is based on your own judgment and your specific circumstances and objectives, (iii) presenters and panel are capable of understanding and assessing the merits of a course of action and evaluating investment risks independently, (iv) to the extent the presenters and panel shall be treated as an independent fiduciary for purposes of applicable regulation, Kirkland Chamber of Commerce does not purport to and does not, in any fashion, provide tax, accounting, actuarial, recordkeeping, legal, broker/dealer or any related services, and (v) any offers received during the event are contingent on further due diligence by the investor(s), and is not a guarantee that you will receive funding. You may not rely on the material contained herein. Kirkland Chamber of Commerce shall not have any liability for any damages of any kind whatsoever relating to this material.