

Signing Readiness

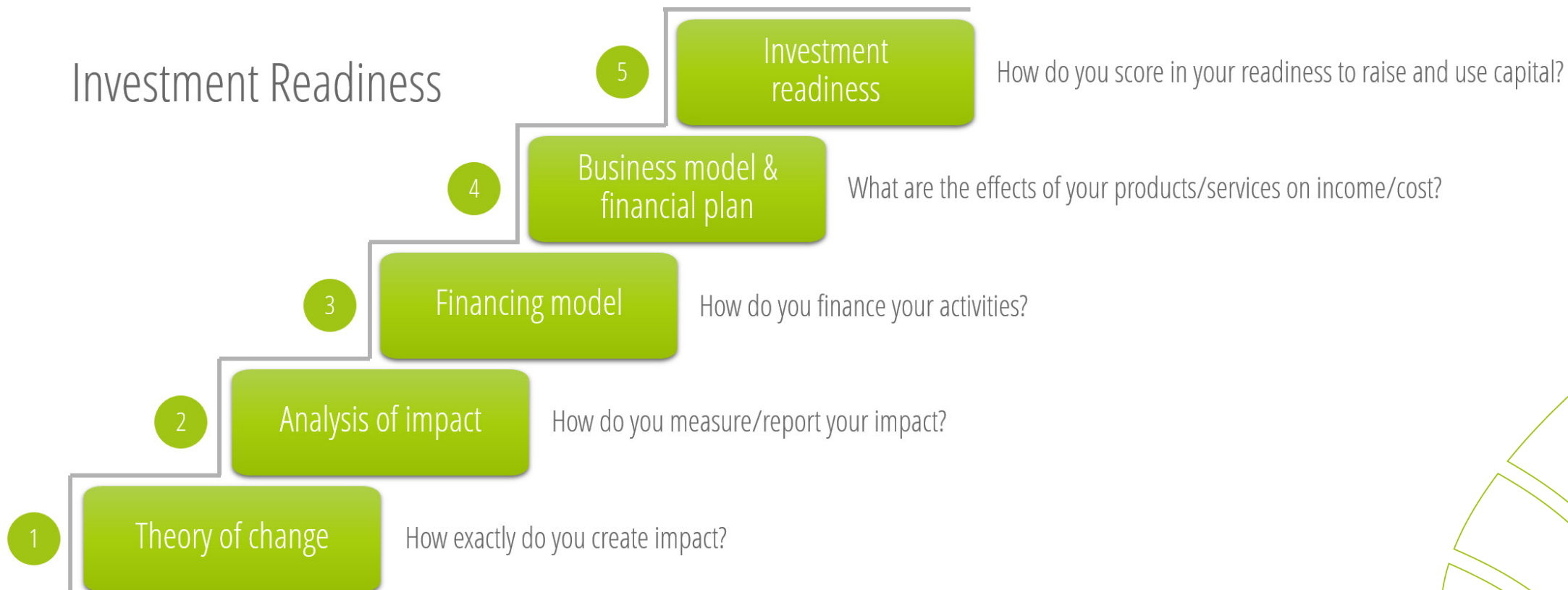


The 5 Dimensions



THE 18 STEPS FRAMEWORK: After Investment Readiness comes...

Investment Readiness





....Signing Readiness!





THE 5 DIMENSIONS OF SIGNING READINESS



Investor Approach

- > **Goal:** Ensuring that impact enterprises research the right types of investors for their next growth stage and understand which preparations are needed to successfully approach these investors.
- > **Key words:** investor long list, investor short list, investment criteria, pitch deck, executive summary, etc.



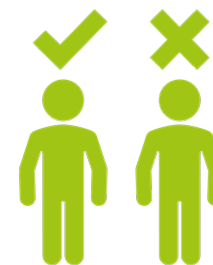
Management Presentation

- > **Goal:** Verifying that the impact enterprises are ready to make a compelling presentation, tell their story, answer critical questions and convince investors in a personal meeting.
- > **Key words:** management presentation, impact story, storytelling, pitching, etc.



Investor Due Diligence

- > **Goal:** Checking if the impact enterprises are prepared and able to answer the extensive and thorough due diligence questions raised by potential investors in a written and satisfying way.
- > **Key words:** due diligence questionnaire (DDQ), impact/ business/ legal due diligence, DD preparation with team, etc.



Investor Selection

- > **Goal:** Ensuring that the impact enterprises are fully conscious about what they need from investors and what the consequences of certain investor roles and financing instruments will be.
- > **Key words:** Financial support, non-financial support, investor types, pro's and con's of financial instruments, etc.



Negotiation

- > **Goal:** Testing if the impact enterprises are ready to negotiate the terms of a financing contract, understand the market standards, and define clear no go's for key terms and conditions.
- > **Key words:** Term sheet, financing contracts, market standards, legal advice, negotiation techniques, etc.



ENJOY TESTING YOUR READINESS!

<https://social-finance-academy.org/signing-readiness-check/>