Signing Readiness

The 5 Dimensions

SOCIAL FINANCE ACADEMY
THE 18 STEPS FRAMEWORK: After Investment Readiness comes...

1. Theory of change
   - How exactly do you create impact?

2. Analysis of impact
   - How do you measure/report your impact?

3. Financing model
   - How do you finance your activities?

4. Business model & financial plan
   - What are the effects of your products/services on income/cost?

5. Investment readiness
   - How do you score in your readiness to raise and use capital?
Signing Readiness!

6. Financing instruments
   - Which type of external finance should you use?

7. Identifying investors
   - Who are your potential investors?

8. Investor approach
   - How do you prepare a compelling pitch?

9. Management presentation
   - How do you convince investors to commit?

10. Investor due diligence
    - How can you prepare for information requests?

11. Narrowing down the Investor list
    - How to choose the right investors for you?

12. Term sheet & negotiation
    - How do you negotiate key terms and conditions?

13. Signing the financing contract
    - Signing Readiness!
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.

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.

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.

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.

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/