

ONBOARDING PROCESS

1

QUALIFICATION

Goal: Determine if your needs match what Masters of Scale (MoS) can offer

Introduction

- › **Goal:** Introduce you to the MoS offering and approach
- › **Input:** MoS brochure and explanation from one of our Founding Partners or Masters

1st Meeting

- › **Goal:** Initial discussion on your needs and how MoS could help
- › **Input:** Basic information on your company, funding needs and challenges

2nd Meeting

- › **Goal:** Deeper discussion on your organization and expectations
- › **Input:** Information on your team, product, competitors, financials, market, fundraising, and traction

GO/
NO GO

2

MATCHMAKING

Goal: Present your company to the Masters and choose your MoS team

Information Sheet

- › **Goal:** Create an overview of your company to share with Masters and gauge their interest
- › **Input:** Company info, 2-page information sheet template

Pitch Session to Masters

- › **Goal:** Pitch your company to the interested Masters in 1 hour virtual or F2F meeting with Q&A
- › **Input:** Your company pitch, profiles of interested Masters

Matchmaking with Masters

- › **Goal:** Choose which Masters will help you solve your challenges and achieve accelerated growth
- › **Input:** Follow-up discussions with Masters of your choice

GO/
NO GO

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PLAN & TERMS

Goal: Develop high-level plan and agree on terms with your Masters

Develop Plan

- › **Goal:** Discuss what needs to happen when and develop a plan of attack with your Masters
- › **Input:** Your challenges, funding horizon

Agree Terms

- › **Goal:** Agree on the length of the project, success factors and how MoS will be compensated
- › **Input:** High-level plan of attack, MoS compensation model

Sign Contract

- › **Goal:** Formalize the MoS support by signing contracts and celebrate our new cooperation!
- › **Input:** Agreed terms, standard MoS contracts

GO!



Receive valuable advice from experienced entrepreneurs and experts even before the start of the project

