Investor Readiness Checklist

What we confirm before a company meets a single investor.

INVESTOR READINESS

Capital does not go to the best company in the room. It goes to the company that is easiest to say yes to. This checklist reflects the standard we hold portfolio companies to before we introduce them to a single investor.

01 Financial & Corporate Foundation

- [ ] **Three years of financial statements, reviewed or audited where available**
  Investors discount unaudited numbers before they've finished reading them. If audited statements don't exist yet, a clear explanation of what has been reviewed and by whom closes most of the gap.
- [ ] **A rolling 18–24 month financial model with stated assumptions**
  Not a static projection — a model an investor can stress-test by changing one input and watching the rest move logically.
- [ ] **Capitalization table, fully diluted, with option pool and any side letters accounted for**
- [ ] **Corporate structure chart, including subsidiaries, IP holding entities, and jurisdictions**
- [ ] **Material contracts identified and summarized — customer, supplier, licensing, debt**
  A one-page summary of obligations and change-of-control provisions saves weeks during diligence.
- [ ] **Outstanding litigation, regulatory matters, or disputes disclosed proactively**

02 Governance & Team

- [ ] **Board composition and meeting cadence documented**
  Investors read board discipline as a proxy for operational discipline.
- [ ] **Organizational chart reflecting the team that will execute post-close, not the team on the slide**
- [ ] **Key-person dependencies identified, with succession or mitigation noted**
- [ ] **Advisory relationships and existing investor rights disclosed in advance, not discovered in diligence**

03 Narrative & Positioning

- [ ] **A thesis that survives being retold by someone who wasn't in the room**
  If an investor can't repeat your positioning accurately to their partner the next morning, the raise slows down regardless of the underlying business.
- [ ] **Market sizing built from the bottom up, not a top-down TAM slide**

- [ ] **A clear, honest account of what has not worked and what changed as a result**
- [ ] **Use of proceeds tied to specific milestones, not general categories**

04 Deal Readiness

- [ ] **A target raise range, not a single number, with a view on what changes at each level**
- [ ] **A point of view on valuation, structure, and non-negotiables, established internally before conversations begin**
- [ ] **A data room that exists before it's requested**
  See our companion guide, *Data Room Best Practices*, for structure and sequencing.
- [ ] **Internal alignment among founders and existing investors on process, timeline, and who speaks for the company**

WORKING WITH AMOR FATI GROUP

Most of what appears above is not difficult to produce. It is difficult to produce under time pressure, mid-process, while also running the company. Our role is to have this in order before the first conversation — not to assemble it in response to the first request.

This checklist reflects the working standard we apply before introducing a company to our investor network. It is not exhaustive, and the right level of preparation varies by sector, stage, and the profile of capital being pursued.