Following is a full list of deliverables contemplated for this session. Deliverable due dates may be changed by the administrators if needed.

**Week 1 Deliverables**

* Read [*Fundraising*](https://www.amazon.com/Fundraising-Ryan-Breslow/dp/B09CR7TFDT) by Ryan Breslow (we recommend a hard copy)
* Optional: check out [*Both Sides of the Table*](https://bothsidesofthetable.com/) blog
* Conduct at least 3 interviews with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Prepare for 60-second elevator pitch to cohort (no slides)

**Week 1 Meeting:**

**Introduction & 60-second elevator pitches (15 minutes)**

**Fundraising mindset & how to reach out to investors (45 minutes)**

**Workshop: finding investor/entrepreneur contacts online (60 minutes)**

**Week 2 Deliverables**

* Sign up for individual meeting for Week 2 using Google Doc sign-up sheet
* Re-read *Fundraising* pages 4-15 about mindset and building your network
* Upload your outreach emails to investors and other founders get feedback from instructors (samples provided in Basecamp)
* Conduct at least 3 interviews (6 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round

**Week 2 Check-In:**

**No large group meeting, founders meet with instructors**

**(troubleshoot outreach materials and discuss what can be done to increase response rates)**

**Week 3 Deliverables**

* Re-read *Fundraising* pages 16-21 about investor meetings
* Conduct at least 3 interviews (9 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Prepare for 3 slides on what you did, what you learned and what you plan to do next for 5-minute “flipped classroom” presentations

**Week 3 Meeting:**

**5-minute startup “flipped classroom” presentations (30 minutes)**

**VC mindset & what happens in investor meetings (45 minutes)**

**Workshop: practice investor meetings (45 minutes)**

**Week 4 Deliverables**

* Sign up for individual meeting for Week 4 using Google Doc sign-up sheet
* Re-read *Fundraising* pages 21-27 about sending it
* Conduct at least 3 interviews (12 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Upload your update emails for investors to get feedback from instructors (samples provided in Basecamp)
* Listen to recorded *Market Sizing Presentation* and upload a completed Market Size Slide to get feedback from instructors

**Week 4 Check-In:**

**No large group meeting, founders meet with instructors**

**(troubleshoot any problems starting interactions and discuss how conversations with investors are going)**

**Week 5 Deliverables**

* Re-read *Fundraising* pages 28-36 about the aftermath of investor meetings
* Conduct at least 3 interviews (15 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Prepare for 3 slides on what you did, what you learned and what you plan to do next for 5-minute “flipped classroom” presentations
* Listen to recorded *Traction Presentation* and upload a completed Traction Slide to get feedback from instructors

**Week 5 Meeting:**

**5-minute startup “flipped classroom” presentations (30 minutes)**

**Coastal pitch deck philosophy & getting organized for large-scale investor outreach (45 minutes)**

**Workshop: assembling outreach spreadsheets (45 minutes)**

**Week 6 Deliverables**

* Re-read *Fundraising* pages 38-43 about SAFEs and pitches
* Conduct at least 3 interviews (18 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Upload your outreach spreadsheet to get feedback from instructors (samples provided in Basecamp)
* Upload your current pitch deck with updated Market Size Slide and Traction Slide(sample pitch decks provided in Basecamp)

**Week 6 Meeting:**

**Discussion with 1-2 founders who raised capital from outside Ohio (60 minutes)**

**Workshop: reviewing slide decks (60 minutes)**

**Week 7 Deliverables**

* Re-read *Fundraising* pages 44-50 about later rounds and health
* Conduct at least 3 interviews (21 total) with potential investors or entrepreneurs that recently closed a $1M+ seed round
* Upload your updated pitch deck
* Develop a short plan (1-page or less) with actual deadlines for when you will lay the soil, plant the seeds and SEND IT! (sample plan provided in Basecamp)

**Week 7 Meeting:**

**Final presentations and celebration**