

Stage A:

Design

Funding

Our company received \$ \_\_\_\_\_ BB  
for \_\_\_\_\_ (# of shares) from the VC.

This means our shares of stock are initially  
valued at \$ \_\_\_\_\_ BB per share.

**Hint:**

*Divide total amount received by the total number of shares.*

### Shares of Stock

Total Shares from State	
$-$ (minus) sold to VC	
$=$ <b>Total</b> on hand	

Cash Flow

### Cash In

Founders money	\$	BB
VC, round 1	\$	BB
(other)	\$	BB
<b>Total Cash In</b>	\$	BB

### Cash Out

incorporation	\$	BB
design package	\$	BB
materials for prototype	\$	BB
rent	\$	BB
salaries	\$	BB
(other)	\$	BB
(other)	\$	BB
(other)	\$	BB
<b>Total Cash Out</b>	\$	BB

$-$   
(minus)

$=$

**Stage A  
Cash  
on hand**

\$	BB
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Review

1. What should you keep in mind when designing a product and making a **prototype**?
2. What are important elements of a **good pitch** to ensure funding from the VC?
3. What is the purpose of the **company ledger**? Why is it important?