Vancriskhom's Investors

Investor Readiness Self-Assessment

Purpose:
To help companies and investors evaluate *readiness* before capital conversations begin — not pitch quality, not potential, not charisma.

Instructions:
For each statement, choose the option that most accurately reflects reality today, not intent or plans.

Use this scale:

- Yes, consistently
- Partially / In progress
- No / Not yet

There is no passing score. Patterns matter more than totals.

I. Governance & Decision Discipline

(How decisions are made when pressure appears)

1. Decision Authority Is Clear
   Major decisions (spend, hiring, pivots) have defined ownership and escalation paths.

2. Founder Power Is Structured, Not Absolute
   There are checks, advisors, or boards that influence

outcomes meaningfully.

3. Key Decisions Are Documented
   Important decisions are recorded with rationale, not reconstructed later.

4. Disagreements Are Resolved Systematically
   Conflict is addressed through process, not personalities.

5. Advisors Add Judgment, Not Just Names
   Advisors actively challenge thinking, not merely lend credibility.

Reflection:
If the company grows 3× tomorrow, would decision quality improve or collapse?

II. Financial Hygiene & Transparency

(Whether numbers inform decisions or decorate decks)

6. Financial Data Is Current and Reliable
   Management can access accurate financials without delay or reinterpretation.

7. Unit Economics Are Understood, Not Assumed
   Customer acquisition, retention, and contribution margins are known and tracked.

8. Cash Runway Is Actively Managed
   Runway is monitored monthly, with scenarios—not guessed optimistically.

9. Founder Compensation Is Rationalized
   Compensation aligns with stage, cash position, and governance expectations.

10. Financial Narratives Stay Consistent
    What is said internally matches what is shared externally.

Reflection:
Would an investor learn anything *new* by seeing your raw financials?

III. Operational Readiness

(Whether the company can absorb capital responsibly)

11. Core Operations Are Stable
    Key processes do not depend on heroics or constant intervention.

12. Growth Bottlenecks Are Known
    The team understands what will break first when scale increases.

13. Hiring Is Intentional, Not Reactive
    Roles are defined before hiring begins.

14. Key Dependencies Are Identified
    Single-point risks (people, vendors, systems) are acknowledged and managed.

15. Execution Matches Narrative
    What the company claims to do is observable in practice.

Reflection:
Would new capital accelerate outcomes — or magnify inefficiencies?

IV. Founder & Leadership Signals

(What investors read between the lines)

16. Founders Separate Ego from Outcomes
    Feedback alters decisions, not just explanations.

17. Commitment Is Sustainable
    Energy, focus, and time allocation are realistic for the next 24 months.

18. Leadership Roles Are Clear
    There is no ambiguity about who leads what.

19. Founders Can Articulate Their Own Weaknesses
Gaps are acknowledged without defensiveness.

20. Personal Risk Is Understood
Founders understand how funding changes personal, legal, and reputational risk.

Reflection:
Are investors betting on a person, a system, or a hope?

V. Narrative & Signal Alignment

(Whether the story survives scrutiny)

21. The Problem Statement Is Precise
The company can explain what it solves — and what it does not.

22. Market Understanding Is Grounded
Claims are based on evidence, not extrapolation.

23. Traction Is Described Honestly
Momentum is not inflated through selective framing.

24. Use of Funds Is Specific
Capital allocation plans are detailed and measurable.

25. Risk Is Discussed Openly
    Known risks are named before investors discover them.

Reflection:
Would the narrative still hold if optimism were removed?

VI. Readiness Reality Check

(The questions most people avoid)

26. If Capital Is Delayed, the Company Survives

27. If Capital Is Accelerated, Governance Holds

28. If an Investor Walks Away, Learning Occurs

29. If Diligence Goes Deep, Nothing Fundamental Breaks

30. If No One Invests, the Company Still Makes Sense

Interpreting Your Assessment (Important)

- Many "Partially" answers → You are early, not wrong
- Several "No" answers in governance or finance → Delay capital conversations

- Strong operations but weak narrative → Fix communication, not substance

- Strong narrative but weak operations → Pause fundraising immediately

Readiness is not about being perfect.
It is about being honest at the right moment.

A Final Note

This assessment is intentionally ungated.

If it helped clarify thinking, it has done its job.
If it raises discomfort, it is working.

Capital does not punish imperfection.
It punishes unacknowledged risk.

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