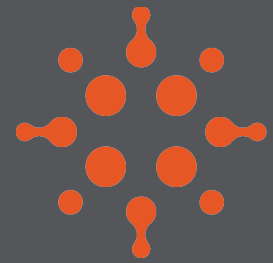


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# Investor Pitch May 2026

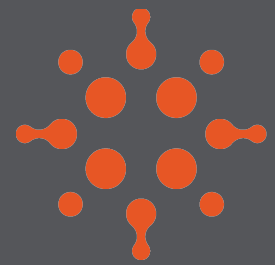
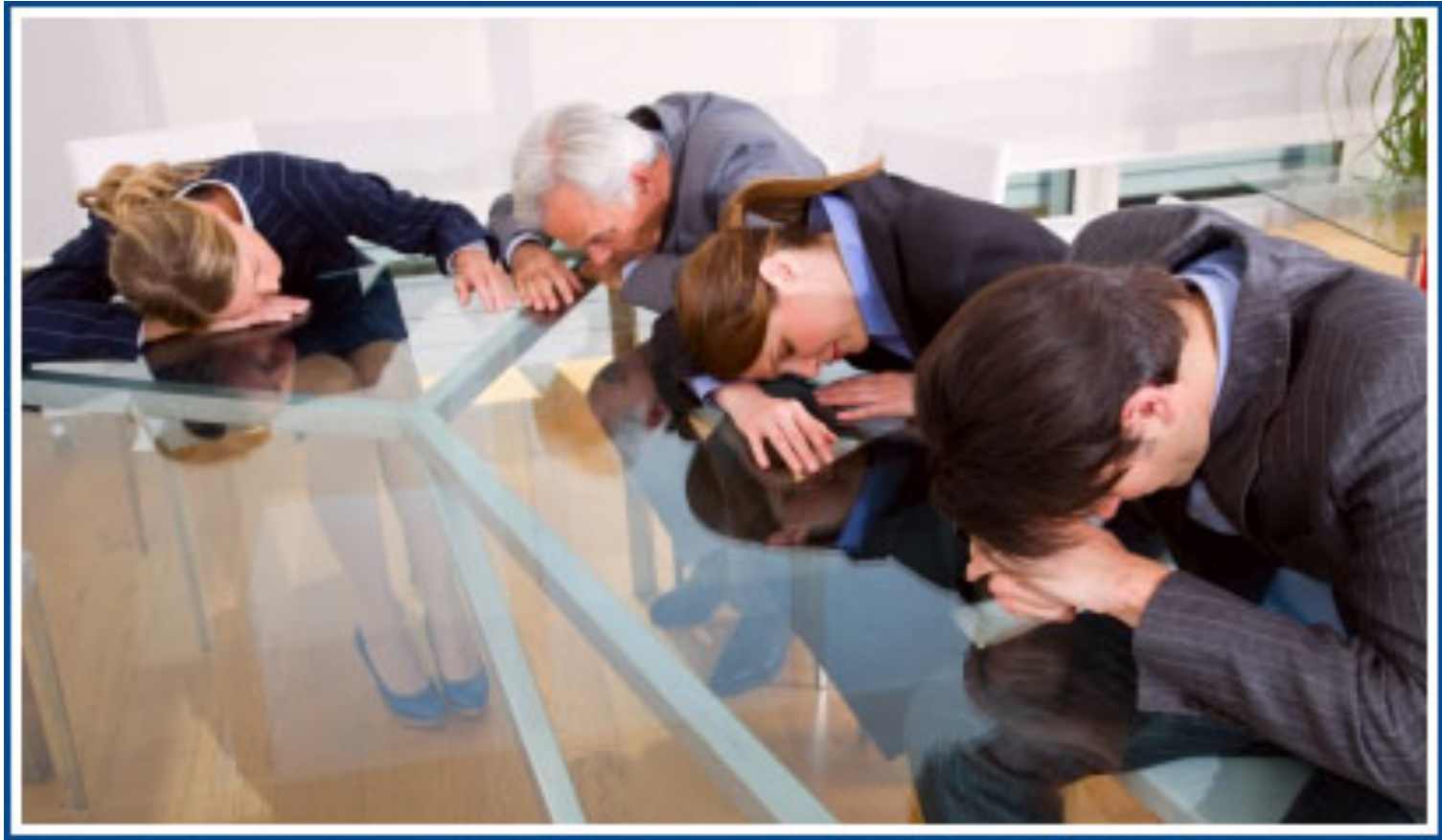
Walt Whitman, CEO



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# The Problem



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*Investor Pitch, May 2026*

*slide 2 of 14*

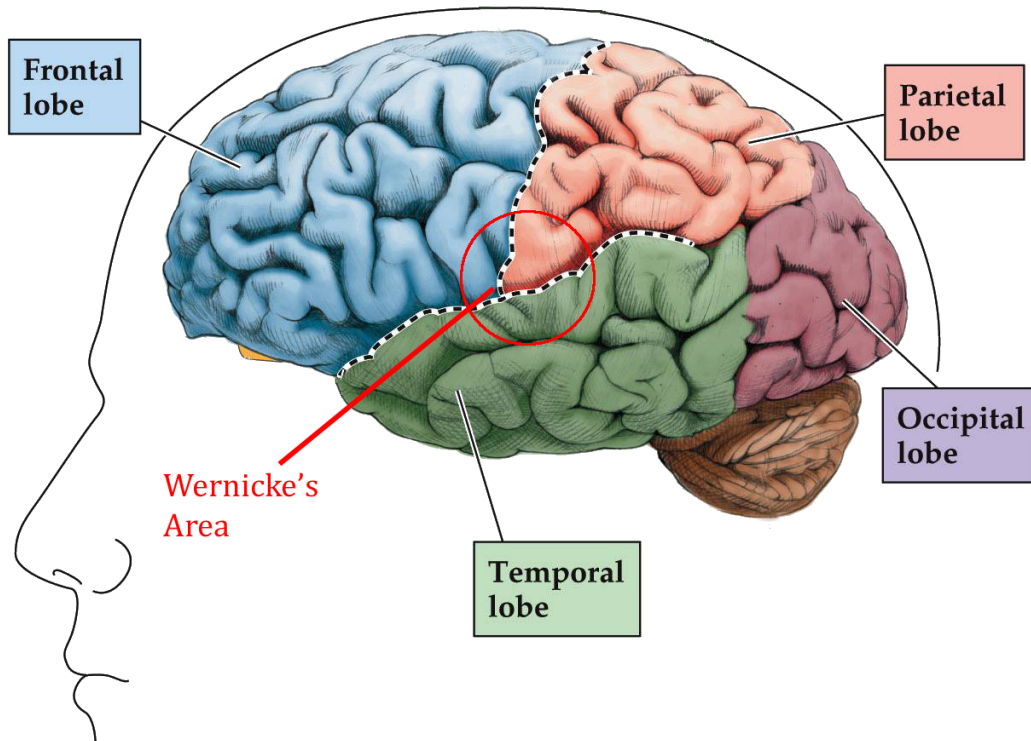
# The Solution

## Web-Based Resources

### Team-Based Coaching

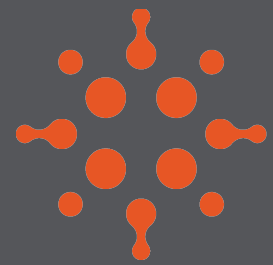


# The Technology



## Benefits





















- Cost effective
- Proven approach
- Saves time
- Increases impact

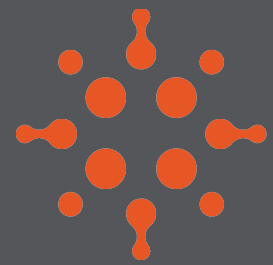


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# Competition

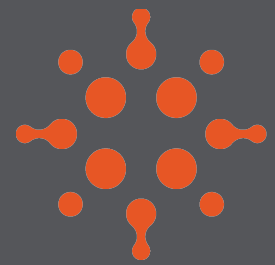
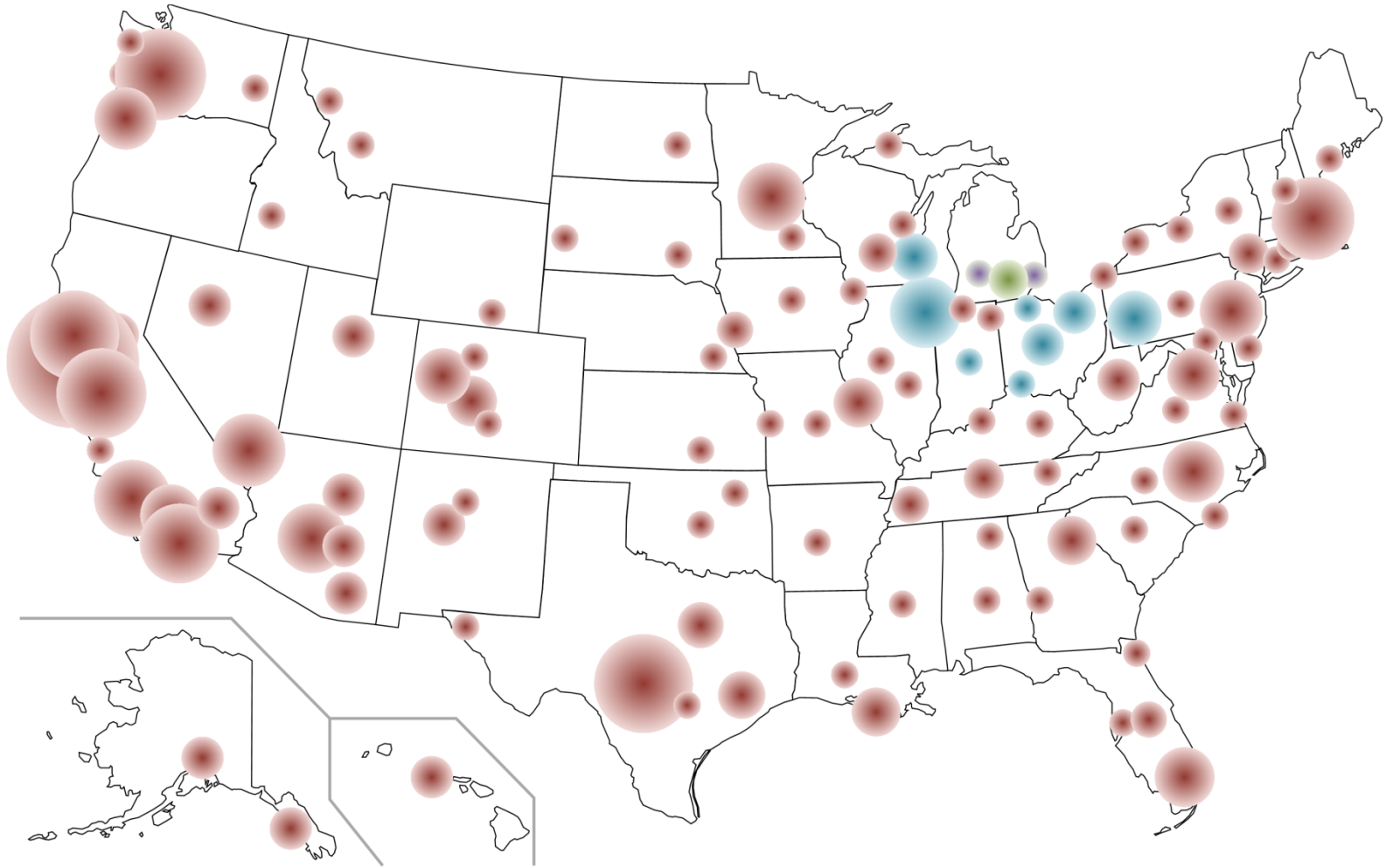
	NEF	Consulting Firms	Toastmasters	Web-Based Resources
Client Funding Success				
Investor Network				
Improved Communications				
Scalability				
Cost				



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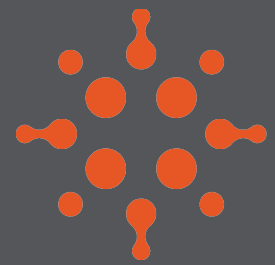
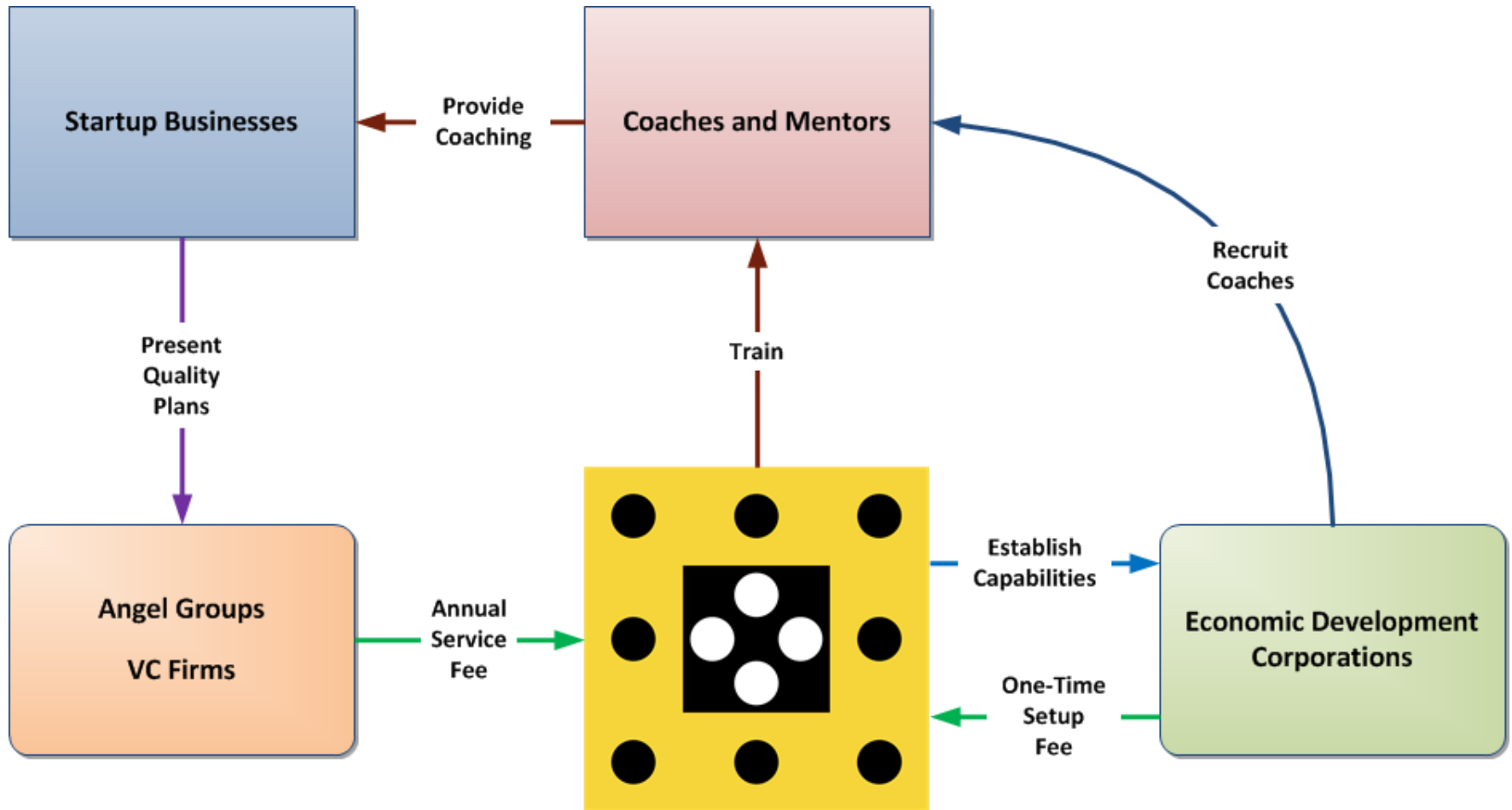
# Market



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# Business Model



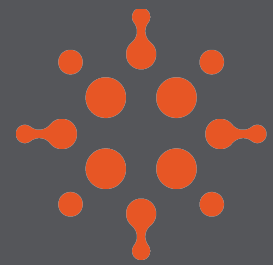
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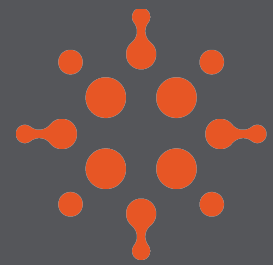
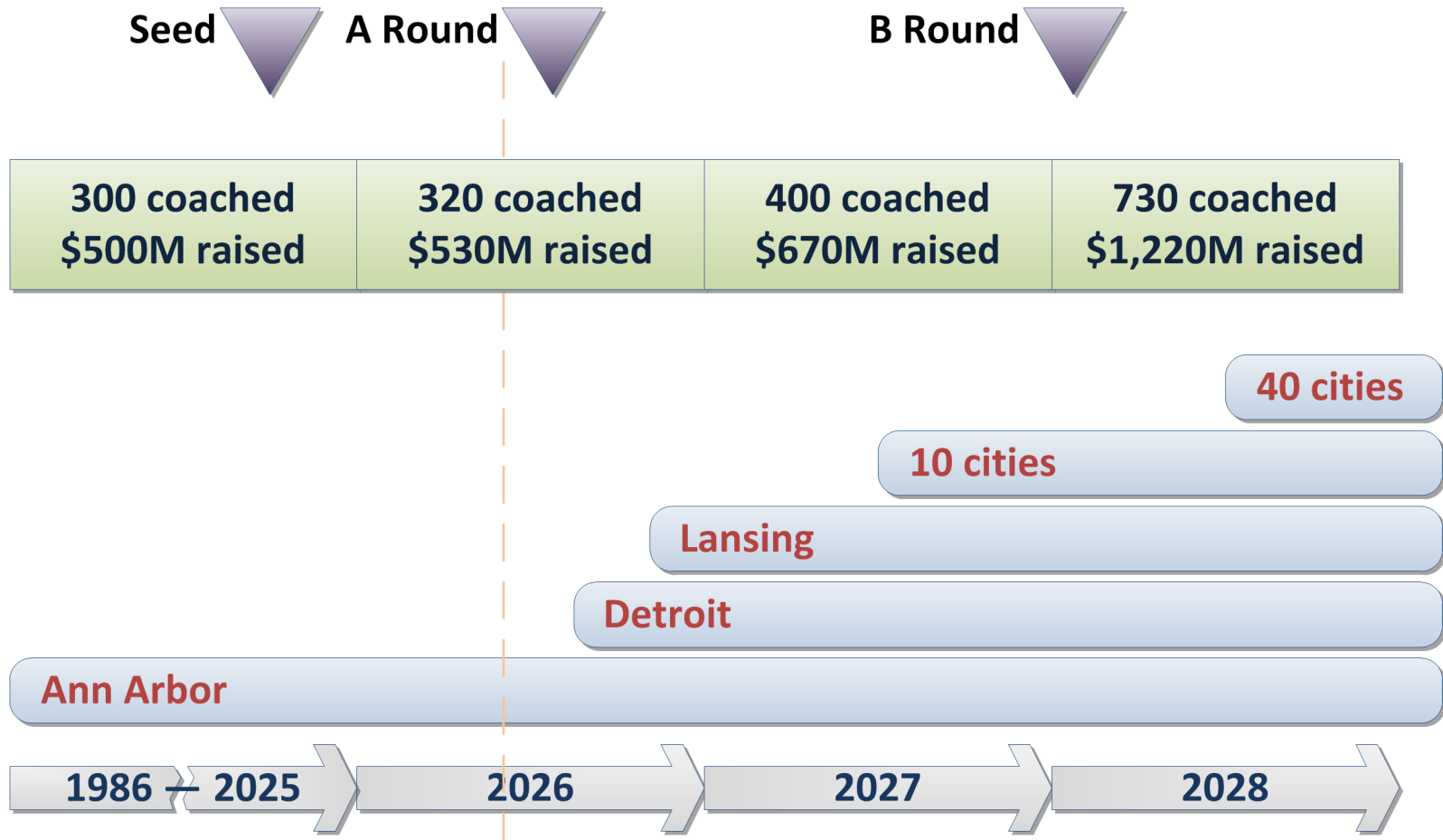
# Go-To Market Strategy

- **Establish two near-by chapters**
  - Better support from existing stakeholders
  - Contracts signed with Detroit and Lansing EDCs
  - Offers validation of scale-up approach
- **Expand across the Midwest, then nationally**
  - Testimonials from referenceable customers
  - Demonstrated success rates with investors
  - Marketing via state VCA s and NVCA





# Traction/Milestones

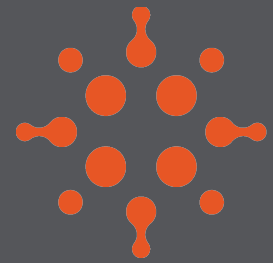


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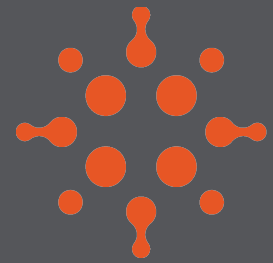
# Management Team

- **Walt Whitman, CEO**
  - VP Marketing Communications, Wiley & Sons
- **Steve Blank, COO**
  - CxO for four startups which went public
- **Timothy Geithner, CFO**
  - Treasurer for billion dollar plus organizations
- **Seeking:**
  - VP Social Marketing
  - VP Technology / CIO



# Financial Projections

(Values in 1,000s)	FY2025	FY2026	FY2027	FY2028	FY2029
<i>number of EDC customers</i>	2	10	40	80	150
<i>number of investor customers</i>	6	25	80	200	400
Gross Revenue	\$ 340	\$ 1,410	\$ 4,560	\$ 10,560	\$ 20,360
Cost of Goods	90	370	1,220	2,420	4,270
Gross Margin	250	1,040	3,340	8,140	16,090
Operating Expenses	800	1,480	2,738	5,065	9,371
EBITDA	\$ (550)	\$ (440)	\$ 602	\$ 3,075	\$ 6,719



# Funding Requirements

- **Prior Funding**
  - \$25k revenue annually
  - 20 profitable years
  - \$100k Seed Round
- **Current Round**
  - \$500k Series A
  - \$200k already committed
- **Future Rounds**
  - \$2M Series B in 2028
- **Use of Funds**
  - Hire full-time staff
  - Expand training activities
  - Extend geographic footprint
- **Exit Strategy – Acquisition**

**Deloitte.**

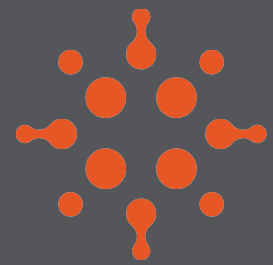
McKinsey & Company

**BCG**

THE BOSTON CONSULTING GROUP

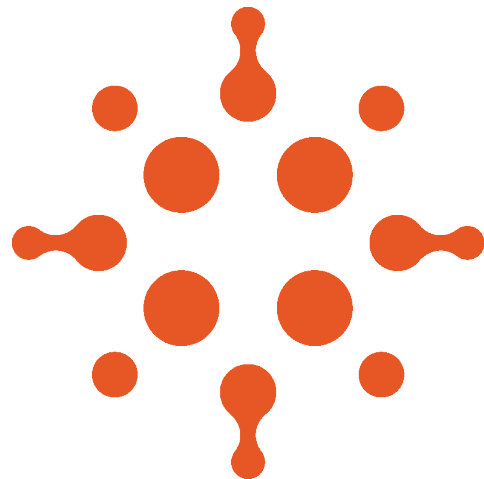
**pwc**

Booz | Allen | Hamilton



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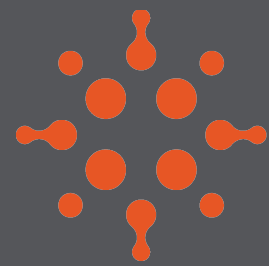
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**Walt Whitman, CEO**

**999-999-999**

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