

Pitching Investors: The Ultimate Pitch Bible

Introduction

The goal of this document is to provide a real-world best practices approach to creating an investor pitch. Most of the example slides displayed throughout this document will be the actual pitch deck used by a company called Beegit. You can [watch the full 13-minute presentation on YouTube here](#).

Before we delve into the pitch structure materials, here are some helpful tips to keep in mind as you are going through the process of creating and delivering your pitch.

Helpful Tips

Preparation:

- **Investors are busy people.** If you can't grab their attention in the first 30 seconds then you risk losing them for the entire pitch. The best way to avoid this is to **QUICKLY** get to the problem you are solving.
- **Do homework on your audience/investors.** Why? Because the more you are able to relate your company to what they do or care about, the more likely you are to spark their interest. Find out what kind of companies they fund. It never hurts to attempt to contact a company that was successfully funded by the investors you are going to pitch to and see if the company will give you some guidance on what to expect and best practices.
- **Understand one size does not fit all.** Based on your market, business model and technology, you may choose to introduce the product before you introduce the market, or the other way around, for example. You will need to gauge your approach based on your audience and the novelty of the technology. The underlying rule is that the presentation should flow smoothly, while telling the audience through your story.
- **Ensure every slide has a purpose.** For every slide, ask yourself "what is the takeaway for the audience from this slide?" and "does the content here communicate my message?" If you can't clearly explain that, then modify or eliminate the slide. Every slide counts in telling the story and an extra slide can confuse your audience. Any confusion can undermine your credibility.
- **Understand that less is more.** No investor wants to or will read a wall of text on a slide. Use images and key words that the audience can connect to while listening along.
- **Site your facts.** Reference every statistic and claim that you are using to validate your business. You will lose the investor if they don't believe your claim is credible.
- **Sell the investor on your business.** The pitch deck is the most important **SALES** pitch you need to make. Don't just make it informational. You need to convince the investor that your solution solves a big problem if you want them to "buy" into your business. If it lacks the reasoning on why an investor

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Marie Perruchet



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