

Revenue Royalties Readiness Scorecard©

Check a box on each line.

STOP means “unacceptable.”

CAUTION means “workable, but with issues”

GO means “Acceptable”

WOW means “exceptional.”

	STOP	CAUTION	GO	WOW
• Right members on the team, including execution master	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Innovative product or service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Significant barriers to competition	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Gross Margins 30% +	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Believable revenue projections	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Revenue Royalty terms properly constructed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Revenue Royalty terms are attractive to investors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Management has financial stake in company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• In or near revenues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• Company owns its IP	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments:

Every point on this Scorecard is important for raising capital using Revenue Royalties, but you may be able to get by if you're not ready with one or two of them, so long as you're working on them. You should not seriously approach investors with more than one red item and with more than three yellow items.

For further discussion of how to score well, you're invited to our weekly webinar at 11 a.m. Pacific time every Wednesday on the subject of faster access to capital.

Click here now to register: [A Faster Way to Fund your Business](#)

