

Commercial Enterprise

Company: _____

Does the presenter <i>effectively</i> identify:	
	✓
1. what the business does ?	
2. customer problem /need?	
3. size of the problem?	
4. personal insight?	
5. specific customers ?	
6. benefit to customer?	
7. uniqueness ?	
8. how they will make money ?	
9. how they will grow ?	
Total	

	Yes	No
I would give this presenter a second meeting .		

Notes: _____
