

ForImpact **SOCIAL ENTREPRENEUR**  
**FUNDING ROADMAP**

"You're in **SALES**.  
Get over it."

- Tom Suddes

**IMPACT**

SHARE STORY!

1.) MESSAGE  
MODEL/MATH

2.) VALUE  
PROPOSITION

3.) PRESENTATION  
DESIGN

1.) QUALIFIED  
PROSPECTS

2.) CORE  
LEADERSHIP

3.) HIGH PERFORMANCE  
TEAM

(WHY/WHAT)

(WHO)

(HOW)



**INCOME**

PRESENT OPPORTUNITY!

1.) BETTER  
PREDISPOSITION

2.) GREAT  
PRESENTATIONS

3.) PERSISTENT  
FOLLOW-UP

