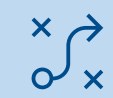




ENTREPRENEUR CHECKLIST:

25 Questions Every Founder Should Ask Potential VC Investors

Selecting the right VC partner isn't just about securing funding; it's about forging a mutually beneficial relationship that drives your startup's growth and success. To help you get the best backer (and their money), we've put together the top questions that every entrepreneur should be asking investors.



QUESTIONS ABOUT THE VC FUND
AND STRATEGY

03



QUESTIONS ABOUT THE DEAL

04



QUESTIONS ABOUT THEIR TRACK RECORD
AND PORTFOLIO

03



QUESTIONS ABOUT POST INVESTMENT

04



QUESTIONS ABOUT THE VC FUND AND STRATEGY

1. Who are your LPs?
2. What percentage of the fund is this investment?
3. Where are you in your VC fund life cycle? How much of the fund is reserved for primary vs follow-on investments?
4. What is your follow-on strategy? How often do you make follow-on investments?



QUESTIONS ABOUT THEIR TRACK RECORD AND PORTFOLIO

5. What expertise or experience do you have in this industry?
6. What are your thoughts on our industry? Where do you see the most potential for disruption?
7. What's the last company you backed and why?
8. Can you share contact information for 1-2 founders you backed that I can talk to?
9. Are there any potential conflicts with your other portfolio companies?
10. What is information sharing like with founders and within your portfolio companies?
11. How do you handle potentially competitive situations within the portfolio?
12. How have you helped other companies that you've invested in?
13. Aside from capital, what value-add or support can you provide?
14. Do you have a robust network and are you willing to introduce me to some potential customers?



QUESTIONS ABOUT THE DEAL

15. Are you interested in leading the deal?
16. What is the due diligence process like? How long does it take to close?
17. Who else needs to be involved to make the decision to invest?
18. Do you typically take board seats? If so, who would occupy them? What veto rights would our company have?
19. What are your expectations for reporting?
20. How do you like to work together? What is your preferred cadence for communication?
21. Who else will we be interacting with on the team?



QUESTIONS ABOUT POST INVESTMENT

22. When will you write us another cheque if needed?
23. What will you do to help us raise the next round?
24. What if we fail? How do you act when things don't go according to plan?
25. What is your preferred exit strategy and timeline?

RBCx offers support to startups in all stages of growth, backing some of Canada's most daring tech companies and idea generators. We turn our experience, networks, and capital into your competitive advantage to help you scale and make a meaningful impact on the world. Speak with an [RBCx Advisor](#) to learn more about how we can help your business grow.