



# Ask critical questions at every step of the journey

Does your enterprise have the following?

- ① *Do you have a functioning board (in case of nonprofits / hybrids) and contracts such as co-founders' agreement (in case of for-profits) etc. in place?*
- ② *Do you have a financial model with projections for the next 5 years?*
- ③ *Do you have a business model and go-to-market strategy for the next 5 years?*
- ④ *Do you have business structures + systems that can scale with the enterprise? (eg: accounting, operations, HR, etc.)*
- ⑤ *Do you measure and communicate the impact of your enterprise?*
- ⑥ *Do you have your compliances in place — GST, Udyam Registration, IEC, Craftmark / other certifications, etc.?*
- ⑦ *Do you have a transaction history that demonstrates your ability to grow at a steady pace?*
- ⑧ *Are you ready to embrace digital for your backend + frontend operations?*