neonvest

• INVESTOR CALL PREP • PRE-CALL

[redacted] Angels

Sample pre-call brief · client and investor details redacted

A member-led angel network focused on seed-stage technology companies in North America, writing cheques from the tens of thousands to over a million. You clear every criterion the group publishes.

THE ONE THING TO GET RIGHT

There is no single yes in the room. Find the route to the membership.

This is not a fund. Members decide independently and invest through one pooled vehicle, so the person you are meeting cannot commit the group.

The question that matters is process, not pitch: what gets a company in front of the membership, who sponsors it, and what the screening calendar looks like between now and year end.

PREPARED BY
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neonvest.ai | 19 October 2026

THE INVESTOR

[redacted] — member, [redacted] Angels

Who you are meeting	[redacted], a member of the group, based a short drive from your office
What they are	A member-led angel network. Not a fund. Members invest independently through one pooled vehicle, and companies pay no fees
What they back	Seed-stage technology companies in large, growing markets with defensible technology
When they come in	Once there is a working product, or early revenue and real customer relationships
Cheque	From the tens of thousands to more than a million. No real estate
Geography	North America only, so members can stay close to the companies they back

WHY THIS ONE FITS

Strategic fit with [redacted]

- **Every declared criterion is met, without interpretation.** Seed-stage technology: yes. North America: yes. Working product with early revenue and real customer relationships: [redacted] loads since founding, [redacted] vetted carriers, and a brokerage that stayed profitable through the freight downturn.
- **Proximity is a real argument with this group.** They are a short drive away, and their stated reason for staying in North America is that members stay actively engaged. Agents now handle over half the loads in your own brokerage: something a member can come and watch run.
- **Lead the defensibility on exceptions, not on volume.** The argument that holds is the exceptions: late trucks, no-shows, carriers that fall over, rates moving after a booking, seven years of them with the outcome attached. The raw load count loses this argument; the exception history wins it.

WATCH THIS

THREE NUMBERS NEED SETTLING BEFORE THE CALL, AND ONLY YOU CAN SETTLE THEM. Revenue appears as two different figures in the deck. Use one. Pipeline: use the October figure. Monthly net burn is absent from every document, and it is the direct answer to what the bridge buys.

ON TERMS, SAY LESS. The deck and the onboarding form describe the instrument differently. State the amount and nothing else until that is resolved.

ON THE CALL

Running the hour

- **Do not call it a freight brokerage.** The round is on the software line, and that misread prices it on brokerage multiples. It is an AI-native operating system for freight execution, with a brokerage that proves it works.
- **Lead with the distribution thesis.** The carriers and shippers were built before the software. That turns the brokerage from a liability into a channel, and it is the whole investment case.
- **Ask how the group actually decides.** What gets a company in front of the membership, who sponsors it, what the calendar looks like, and whether anyone takes a lead role in practice. Their site does not say.
- **Offer the visit.** This group's whole stated model is members who stay close. An invitation to come and watch the agents run is a stronger close than a follow-up deck.

CALL GOALS

What this meeting has to produce

01 The screening route in his own words: sponsor, calendar, and what gets a company in front of the membership.

02 Whether any individual members are likely to move independently ahead of that process.

03 One concrete next step with a date, and the revenue and burn figures settled before anything goes in writing.