



Venture On-the-Line	Prepared by Dev	Date Mon 2037-11-16	Venture month Month 10
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Headline: the answer or the ask
12 paying customers; margin hit by the model price

Recurring revenue \$1,758	Paying now 12	Months of runway 2
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The month

Month reported
November 2037, to the 16th

Numbers

Monthly recurring revenue (MRR) (USD) \$1,758	Paying customers 12
Monthly churn (customers lost) 0.0 percent	Margin per customer (USD) \$14
Cash (USD) \$1,033	Runway (months) 2

Wins, misses and asks

Biggest win
Passed 12 customers at the old margin

Biggest miss
Margin fell from \$50 to \$14

Model cost and vendor changes
Model fees up 59 percent; second provider tested

Help wanted
Intros to shops with high call volume

What changed since last time Sent the angel \$150,000 at \$1,000,000 pre-money	Risks and what I do not know Cash is \$1,033 against a thin margin
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Decision or next step
Wait for the angel group's term sheet

Owner of the next step Dev	Done by Thu 2037-12-03
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