

SHARK QUESTION LIST

This is a list of questions for you, as a group, to ask the presenters. Feel free to ask whichever question you would like. Typically, the questions about cost/revenue(sales)/profit are asked in conjunction somehow. I have given each presenter a “cheat sheet”(unless they have opted to memorize their data) to help answer all the questions. Please don’t count that against them. I’ve also thrown in a couple of questions(**bold**) they don’t have on their cheat sheet, just to see how they answer!

1. What are your sales?
2. What are your costs?
3. How much profit have you made?
4. What do you bring to the table? What makes you unique as an entrepreneur?
5. Why do you need our money?
- 6. Is your product unique?**
7. How much debt do you have?
- 8. If their sales numbers are low:**
 - a. Why are your number so low? What happened?**
9. What price do you sell it for?
10. What is your target market? Who do you plan on selling this to?

***If you think of a relevant, and not too difficult question(since they really don’t have an actual business) feel free to throw that one in there!!**