pilot
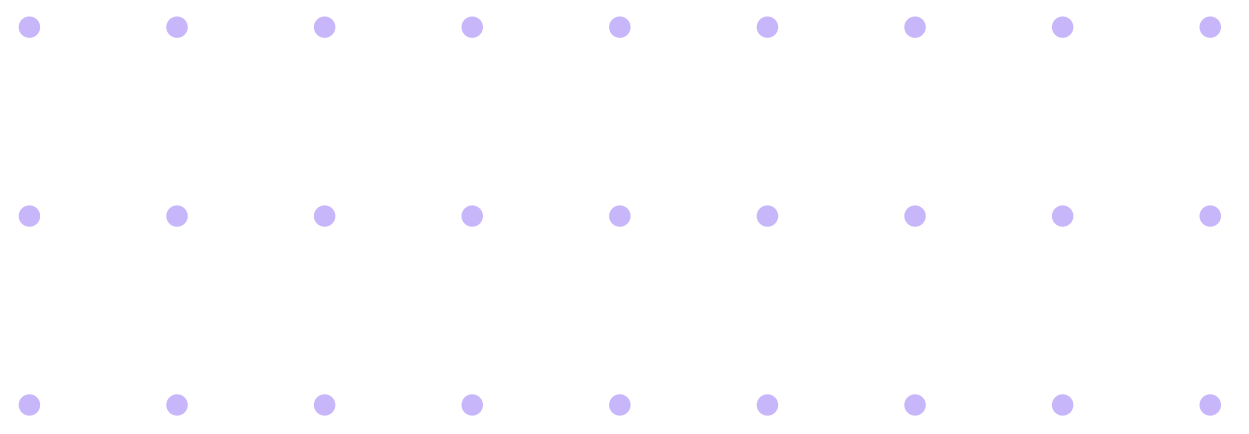

Fundraising checklist

For Pre-seed

Product & Go-To-Market

☐ You are running real experiments with early users

☐ You have a clear problem, hypothesis, and learning loop

☐ You can articulate why now is the right moment for your product

☐ You invest creativity in product, not in reinventing back-office systems

Financial Basics

- [ ] Books are closed every month

- [ ] Payroll and contractor spend are correctly reflected

- [ ] Do you issue W-2s and 1099s at year-end?

- [ ] Do you have policies in place for sick leave, paid time off (PTO) accruals, and overtime (OT) pay rules?

Burn & Runway

- [ ] You know your exact burn rate
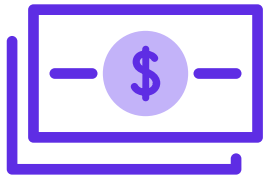
- [ ] You have a clear runway timeline

- [ ] You understand how hiring affects burn

- [ ] You have scenarios for "base case, "stretch", and "conservative"

FP&A

- [ ] You have a simple, realistic model built from your actual numbers

- [ ] Your hiring plan, spend plan, and runway forecast all tie together

- [ ] You review your plan monthly and adjust based on real results

- [ ] You know what milestones you can hit before you run out of cash

Fundraising Readiness

- [ ] You can explain how much you need to raise and why

- [ ] Your financial reconcile cleanly with your model

- [ ] You can defend your hiring plan

- [ ] Your numbers back up your narrative

Be Ready Before the Big Moments Arrive

When founders open up to us, the worry is almost never about building a product. What keeps them up at night is whether they can afford that next hire, how much runway they truly have, or how investors will interpret their numbers. Those are the moments when guesswork becomes dangerous.

A strong financial back office removes that uncertainty. It gives you the clarity to understand your burn, the credibility to explain your plan to investors, and the confidence to make decisions without hesitation. And that is exactly where Pilot shines.

Pilot has supported more than 2,700 startups and helped founders raise over $5.5 billion from world-class investors. We know what "fundraise-ready" looks like at the pre-seed stage because we've guided thousands of founders through it. With clean books, accurate burn visibility, and a model that tells the truth, you do not walk into your first institutional raise hoping you're prepared, you walk in knowing you are.

Be ready with
complete clarity.

FIND THIS USEFUL?

Learn more at **Pilot.com**