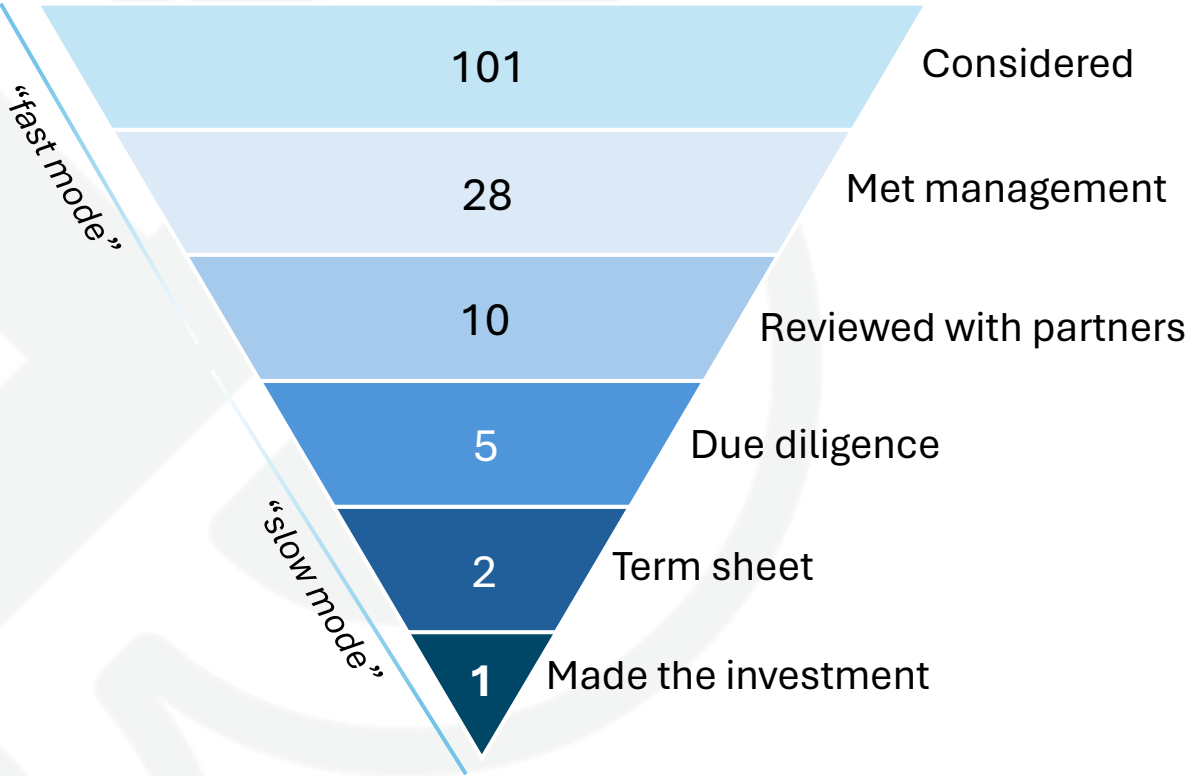


“Say No One Hundred Times” Principle – fundraising for startups can be a painful and time-consuming process

Decision funnel in Venture capital



Timeline in Venture capital



**11-29 weeks or up to
3 to 7 months on average**