***Shark Tank***

***Jump Forward***

1. What product are the two men trying to sell?
2. At what value do they place the company?
3. Do you think the price is reasonable or much too high?
4. What does Jump Forward provide?
5. What makes them unique to other products that are similar?
6. Which market system would this software be located?
7. What value does the partner think the business would be with the sharks? Without?
8. Why do the Sharks ask about the competitors a number of times?
9. Why do 3 sharks drop out so quickly? Are you the same way or are you a risk taker?
10. What types of advantages do the presenters say they have in this market?
11. What type of education and backgrounds do these two men have? What was the reaction by the sharks to this announcement?
12. What do you think of the Sharks offers? Are they raising or lowering the value of this company? How do you know?
13. What do they Sharks do to try to take advantage of the presenters?
14. What is the response of the presenters?
15. What would you have done?
16. Would the Sharks be so adamant about getting a deal done if there were many other competitors? Why do you think they want into the business so bad?
17. What do the presenters do as the Sharks keep being persistent? Would you do the same thing?