

Founders' Terms Sheet Generator

UMKC/NEOTA LOGIC COLLABORATION

Principal Users

- ▶ **Entrepreneurship Clinics**
- ▶ **Incubators**
- ▶ **Community Lawyers**

Principal Features

- ▶ Focus on internal business deal among the Founders
- ▶ Focus on entrepreneurs without outside investment
- ▶ Not jurisdictionally specific
- ▶ Intended to be used with an attorney, to streamline the company organizational process

Design Phase


- ▶ Law, Technology, and Public Policy Class
- ▶ Neota Logic
- ▶ Student involvement in developing questionnaire content and technological implementation
- ▶ Code for KC
- ▶ Feedback from Hack-a-thons and Prototype Jams




Founders Term Sheet Generator

Purpose & Use

This questionnaire is designed for use with your attorney, before your attorney makes recommendations as to an appropriate type of entity (for example, corporation or limited liability company), state of formation, and federal income tax classification for the business you have in mind (referred to in the questions as the “Company”). Information you supply in answering the questions you’ll be asked in this questionnaire may be information you want to be kept confidential. So, you should use this questionnaire only with and in accordance with instructions from your attorney.

To help guide you in answering the questions some special words or phrases are lighted in blue—if you click on them a definition of word/phrase will appear. And in some places there are examples of situations for you to consider. Those are highlighted with a , followed by the name of the example in blue—if you click on that name the example will appear. The questions you will be asked relate to several important aspects of the deal among the [Founders](#) of the Company. In general terms, those include:

- A. Who are the [Founders](#)?
- B. Who is putting what into the Company?
- C. Who gets to take what out of the Company?
- D. How will Company decisions be made, and who can sign contracts on behalf of the Company?
- E. What can a [Founder](#) do with their [Ownership Interest](#) in the Company?
- F. Under what circumstances might the Company or the other founders buy back a founder's [Ownership Interest](#)?

Each of those six categories will be explained in more detail at the beginning of each section of questions. It is important for each [Founder](#) to think carefully about these matters. If they don’t reach and document clear agreements they may get surprises they don’t want. Those surprises can happen because business organizations laws contain guesses—let’s call them “gap fillers”—on what the deal should be if the owners of the organization don’t specifically agree otherwise.  [Example - Gap Filler on Sharing Profits](#)

You can complete this questionnaire in one or more sessions, save your work each time, and complete more at a later time before hitting “submit” when you’ve finished all sections. Your progress toward completion will be shown in a “progress meter” at the top of each page.

Authors

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OK, let's get to work

Latest Testing

▶ Clinics

- ▶ Weibling Entrepreneurship Clinic - University of Nebraska Law
- ▶ Community Development Clinic at Albany Law
- ▶ Entrepreneurial Legal Services Clinic at UMKC school of Law
- ▶ Start-up Ventures Clinic at Duke Law
- ▶ Entrepreneurship Legal Clinic at Mizzou Law

▶ U/X Testing

- ▶ U/X testing questionnaire developed by students at Missouri Western State (Grad student team led by Prof. Jo Elliott)
- ▶ We included in the package a U/X testing survey created in Qualtrics

Feedback From Clinic Directors & Students

- Positive Feedback
- Things to Improve
- Special Thanks to the Jim Niemann and the student team at the University of Missouri School of Law for their detailed feedback regarding the questionnaire

Next Steps

- ▶ **Incorporate feedback for next iteration**
- ▶ **Make widely available for testing across clinics' networks**
- ▶ **Focus on gathering U/X data from entrepreneur-users without lawyer present**