


Section 8 Questions

If money is needed for the project, what is the calculated “payback”, or the length of time required to recover the initial investment in product development, tooling, inventory, marketing, etc.?

Don't know	1	2		
5 to 10 years	3	4	5	
3 to 5 years	6	7	8	
1 to 2 years	9	10		

Will the product “life cycle” (The length of time, in years, that people will buy the product) exceed the payback period?

No, or not sure				
Possibly	2	3	4	
Probably	5	6	7	8
Yes, surely	9	10		

Have you developed lists of possible licensees and distributors for the product?

No	1	2		
Working on them	3	4	5	
Have one list complete	6	7	8	
Yes, have both lists	9	10		

Have you made arrangements for checking your customer’s credit?

No	1	2				
Presently working on it	3	4	5	6	7	8
Yes	9	10				

Have you made arrangements for collection of past due receivables?

No

1 2

Presently working on it

3 4 5 6 7 8

Yes

9 10

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