   
**Milestone Template**

**Instructions:** *Please enter 7-10 proposed milestones you believe your company needs to achieve during the six-month program. Milestones are big, meaningful accomplishments (rather than a to-do list), reasonable, and measurable (meaning numbers, dates, dollar amounts, etc.). Since the Jones + Foster Accelerator is designed for teams who are 100% committed to launching their company as a business, we expect the bulk of your milestones to be under business development/Customer Discovery. Headers are suggestions, and you may change them according to your company’s goals.*

**Please delete these instructions before submitting.**

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TEAM NAME

| Milestones | Due Date | COMPLETED |
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| **BUSINESS DEVELOPMENT / CUSTOMER DISCOVERY** | | |
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| **PRODUCT DEVELOPMENT** | | |
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| **FUNDRAISING** | | |
| 1. You may include a milestone around developing a pitch deck for Demo Day. |  |  |
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| **REQUIRED MILESTONES (4 TOTAL)** | | |
| 1. Submit a draft of a 12-month financial plan (Excel/PDF) and a draft of a 12-month operating plan (Word/PDF) | September 2025 |  |
| 1. Submit a draft of a 12-month financial plan (Excel/PDF) and a draft of a 12-month operating plan (Word/PDF) | January 2026 |  |
| 1. 3-months of operating expenses in the bank by the end of the program. | February 2026 |  |
| 1. Company Formation (incorporation, bank accounts, etc.) | January 2026 |  |