I. TONIGHT / PITCH REVIEW

Bring your idea. Leave with a pitch.

Each pitch team gets Executive Board feedback, then practices pitching. Teams that are ready get a date to pitch for the $100K+ portfolio.

OCTOBER

26

MONDAY

Pitch Review

5:30–6:30 PM ET · DEVLIN 026 · IN PERSON

NO TEAM YET? STAY. WE WILL PUT YOU ON ONE.

I.	II.	III.	IV.
E-Board feedback	Practice pitch	Pitch dates	Franklin competition

I. TONIGHT / THE HOUR

Tonight's hour, in four parts.

5:30–5:40	Find your team	Sit with your pitch team. New or missed last week? We place you on a team now.
5:40–6:05	E-Board feedback	Each team walks one Executive Board member through its best idea.
6:05–6:25	Practice pitch	Two minutes in front of another team, then two minutes of their questions.
6:25–6:30	Dates and next steps	Ready teams get a pitch date. Everyone else leaves with a fix list.

I. TONIGHT / HOW A PITCH BECOMES A POSITION

Tonight is steps II and III.

I.

Form the team

Done last Monday.

II. TONIGHT

Bring the idea

Walk an Executive Board member through it.

III. TONIGHT

Get approval

Confirm the idea is ready to develop.

IV.

Prepare

Get a pitch date; submit the deck and exec summary.

V.

Present and vote

The Investment Committee and Executive Board vote.

The portfolio is DormDAO's $100K+ educational fund. If it lives on-chain, it is in scope: tokens, perps, RWAs and early-stage deals.

II. YOUR PITCH / WHAT TO BRING THE E-BOARD

Your idea in five parts.

I. The thesis

One sentence: what we buy, and why it goes up (or down).

II. The position

Token, perp, RWA or deal. What does it actually entitle us to?

III. Why now

The catalyst: a launch, an unlock, a fee switch, a mispricing.

IV. What breaks it

Unlocks, thin liquidity, leverage, regulation. Name the biggest one.

V. Size and exit

How much of the portfolio, and what makes you sell.

> It does not need to be polished. Bring what you have, and we will help you sharpen it.

II. YOUR PITCH / FEEDBACK ROUND

Questions to have answers for.

I.

Value to holders

How much of the fees reach the token: buybacks, burns, fee share?

II.

Price vs peers

What is FDV to a year of fees, next to its closest competitors?

III.

Unlocks

How much new supply hits the market in the next 12 months?

IV.

Liquidity

Can DormDAO trade this size on-chain without moving the price?

V.

Versus what we hold

Why this over ETH, SOL, HYPE or anything already in the portfolio?

VI.

Being wrong

What would you see that makes you exit, and how fast?

II. YOUR PITCH / PRACTICE PITCH

Two minutes.
Then the questions.

2 MIN	Pitch	One speaker, or split it. Cover the five parts. No slides needed tonight.
2 MIN	Questions	The listening team asks the questions from the last slide. Answer straight.
1 MIN	Feedback	One thing that worked, one thing to fix before the real pitch.
SWAP	Switch sides	The other team pitches. Then find a new team and go again.

“Long HYPE: buybacks take most of the fees, unlocks are small next to volume, and we exit if its perp market share drops below a third.”

III. WHAT'S NEXT / READY TO PITCH

Ready?
Get a date.

APPROVED	An Executive Board member signed off on the idea tonight.
ONE IDEA	The team has narrowed to a single position.
OWNERS	Someone owns the deck, and someone owns the executive summary.

REQUIRED FOR EVERY PITCH

A presentation deck and an executive summary from the DormDAO templates, with your thesis, the project overview and a one-year price chart.

Pitch templates.

Deck and executive summary, in the shared DormDAO folder.

TEMPLATES →

Not ready yet? Fix the list from tonight and bring it back next Monday.

III. WHAT'S NEXT / FRANKLIN TEMPLETON · UBC 2026

The Franklin Crypto Research Competition.

PRIZE POOL

$10,000

$2,500 to the winner of each track, plus $2,500 more to the top team across all three.

YEAR 3 · FRANKLIN TEMPLETON

PICK ONE TRACK, PITCH ONE ASSET

1	Long	Under $250M circulating market cap
2	Long	Over $250M circulating market cap
3	Short	Over $1B circulating market cap

Teams of 1 to 4 students. Stage 1 is a written thesis of up to 5 pages. The top 3 per track pitch live: 5 minutes, then 5 minutes of judge Q&A.

KEY DATES

OCT 29	Blockworks + Allium tools demo
NOV 9	Written reports due, 11:59 PM ET
NOV 16	Finalists announced
NOV 20	Finalist pitches at UBC, UT Austin
NOV 21	Winners at the Closing Ceremony

III. WHAT'S NEXT / GOING TO AUSTIN?

Going to UBC?
Form a team of four.

TEAM UP	Find up to three others going to Austin. Your pitch team is a good start.
PICK A TRACK	Long under $250M, long over $250M, or short over $1B. One asset.
SIGN UP	Register for UBC first: only UBC attendees can compete. Then sign the team up.
WRITE IT	A thesis of up to 5 pages, due Monday, Nov 9 at 11:59 PM ET.

STEP 1

UBC registration

luma.com/n4ad0k9m

STEP 2

Competition sign-up

luma.com/z1bgn7z8

III. WHAT'S NEXT / BEFORE NEXT MONDAY

Sharpen it.
Then pitch it.

THIS WEEK	Work through tonight's fix list in your team chat.
PITCH DATE	Build the deck and executive summary from the templates.
NOV 9	Going to UBC? Your Franklin thesis is due at 11:59 PM ET.

PITCH TEMPLATES

FOBC TELEGRAM

bcfintech.org · contact@bcfintech.org

Educational use only. Digital assets are speculative and involve substantial risk. Nothing in this presentation is investment advice.