

Thumbtack, Angie's List and Yelp. These companies have developed market presence, with older business models that include open public forums for reviewers that seek exposure. These sites tend to appeal to homeowners, or people who frequently use restaurants. We believe the market is ready for a new marketplace model, based on positive recommendations from familiar people, that appeals to a broader audience including those who do not own homes and do not frequent restaurants.

What do you understand that your competitors don't? ~

Our team understands small businesses and their needs, and how to grow a small business. We understand digital advertising best practices and recent market dynamics. We understand fintech, especially for commercial transactions and where the technology is headed. We understand how to manage software development. We are confident that the combination of our team's skills and experience and our ability to execute well together give us a competitive advantage.

How will you make money? >

There are 2 primary ways SideHustle App will make money.

- 1. In-App Affiliate Marketing
- 2. Premium Placement features

Deals from side hustlers and businesses can be found by buyers in the app Marketplace and are currently categorized by offer type (automotive, beauty & wellness, insurance, etc.), but buyers also have the ability to peruse deals using more popular sections of the app including New Offers (brand new to the app), Recommended (those deals most recommended by buyers), and Emergency Services. All side hustlers and businesses can increase their chances of success by having the opportunity to purchase premium placement, so their ad shows up at the "front of the line".

What are the biggest risks? If you fail, what would be the reason? What has to go right for you to succeed? $^{\vee}$

What do you need the most help with? ~

Access to thought leaders in advertising, fintech and IT.

What would you do with the money you raise? >

The money we raise will be used for 2 primary purposes.

- 1. We will secure new organization resources required to deploy new planned versions, make improvements to the app, and stay on top of new and emerging technologies.
- 2. Deploy a more robust marketing effort to reach more buyers, side hustlers, businesses, early adopters, key influencers, and thought leaders in pertinent verticals and industries that apply to SideHustle App

How did you come up with the valuation for SideHustle App?

We valued the platform through the Gust.com platform and they provided a value of \$7,200,000 based on the Southern California market. We are giving a significant discount in this round to our friends, family and app users to participate in this round.