

Davron Karimov of FunderHunt

Speaker1: [00:00:04] This is the Investor Connect podcast program. I'm Hall Martin, I'm the host of the show in which we interview angel investors, venture capital, family offices, private equity, many other investors for early stage and growth companies. I hope you enjoy this episode. Need help in finding investors for your startup fund or Angel Group, 10 Capital provides funding as a service, helping you find credit investors contacting capital gain access to investors for angel and venture capital funds, family office rounds and syndication raises. To learn more, go to 10 Capital Group. Well, hello, this is Hall Martin with the Investor Connect today, David here at Davron Karimov CEO of FunderHunt. FunderHunt specializes in getting capital to business owners across America who are doing five thousand and above in monthly revenue. Davron, thank you for joining us.

Thank you for having me.

Great, so tell us more about your background, what did you do before working with early stage companies?

I always was fascinated with dealing with B2B and business owners. So for me, it was just a natural progression to find something else that was in working with business owners. But I've always been, you know, dealing with business owners, right?

And then so what excites you right now?

What excites me right now is the programs that we have, the funding programs. We just we just get very creative with the ways we give out capital nowadays. And there's always new products that were coming out, new investors, and it's super fun when you know I'm on a funding call where I'm getting this person funded late late at night. Or, you know, it's very exciting.

That's great, and so you talk about creative ways of handing out funding, can you mention one or two of them?

Yes, so I guess a majority of our clients that need the money fast, they would be put into some of our shorter term programs, but we also have longer term programs for our, you know, the really good financials and really good numbers, the business owners that are doing good numbers. I gotcha.

Ok, well, great, well, you see a lot of startups and a lot of investors out there. What's your advice for people investing in startups? What do you tell them to do before they write that check?

Look at the financials, you know, you want to make sure that the guy has a track record or girl has a track record of doing a good business. They're not, you know, they're not running away from bills. They're able to handle themselves. And this additional cash flow would just help them out right now because a majority of people that are taking our capital need it, need it fast. But just make sure it's not a bad business, that they have revenue, that they have income coming in. And at the end of the day, as long as it makes sense for us, we're going to put the capital in their account, right?

And then on the other side of that table, what's your advice for startups? What do you tell them to do before they go out to raise funding?

I mean, no way you're going to use the capital for a thousand percent. You know, you don't want to go into a situation where you just keep on taking out financing and you get to the point where you're overleveraged because that's not good either. But just making sure that you have a solid foundation and that know your business is running smoothly before you start taking on investors.

Good advice. So let's talk about the state of the startup investing. How do you see the industry evolving from here?

I mean, it's going to be very interesting to see how industry evolves just because of the amount of cash the the SBA is giving out right now or that they were given out. So it's going to, you know, and then that on top of what we can give them, it's going to be very interesting. You know, back to the thing about being over leveraged, I don't know what's going to happen.

There's just a crazy amount of money flying around to. It's going to be. I'm curious to see what happens in the next 10 years.

And so what do you think is the biggest change we'll see in the next 12 to twenty four months? The biggest change is money is definitely going to be more accessible because of technology and things like that.

Speaker1: [00:04:22] I think anyone that wants to raise money right now, they can go out and get it, especially if you have you've been in business and you have a good track record.

Well, and so tell us more about funder Hunt. What exactly is it and how does it work?

So funder Hunt is a we fund merchants that are doing five grand in above in monthly revenue, whereas a lot of financial institutions would ask you for a lot of paperwork and documents and things like that. We don't really ask for much. All it is is a five to eight question questionnaire on our website, as well as looking at three months of bank statements. And from there, we can get people approved for about a month's worth of their revenue same day and they could we could wire those funds to them in the same day if we get everything back.

Wow, that's fast, so what is your criteria? You mentioned five K revenue, but what else are you looking for to make sure that that's a good investment?

Well, there's a couple of factors. You know, it's the revenue, it's the industry, the credit score and the amount of negative days. So we look at bank statements, we don't like seeing people go negative or bounce cheques often. That's about it. There's we're not really asking for your life story. We just want to see what you've been up to recently.

Great. Can you mention one or two startups you've worked with that fit that thesis?

There was a tap room in Brooklyn. They like a beer store, online beer store. We didn't get them funded, but I remember we had a hundred k approval that I was just I was hoping to get it done. That guy, you know, he had a very large company, so his partners didn't want him to sign

anything that said personal guarantee on it. So that's why that deal fell apart. But that was probably like one of the one of the nicer startups that I've encountered. Very.

And so let's talk about challenges out there. What is the main challenge you see the startups face that you work with?

Challenges for startups. I would say probably you got to know how to who your customers and how to get those customers. I mean, there's so many ways right now, but a lot of times we see people just waiting or I see people just waiting to get there their first sales in. When we were starting this, we hit the ground running and tried to get it to get those first customers in the door as quick as possible. I guess that's a challenge for some people, you know, getting that first stream of revenue, especially if you have a high, high capital upfront capital investment that you need.

Speaker1: [00:07:07] Right, and then what's the challenge the investor faces? What do you find is your challenge when you go out into the market today?

Some of these business owners look at them, and I'm just like thinking to myself, how did it get this bad? You know, like where were you six, 12 months ago when you could ask this for for capital? But now you're just in a situation where nobody could fund you because your balance, you're having a lot of negative days or things like that, like just like something has to be good about the file. That's what mentor of mine once told me. And some of these business owners, if they came to us, like even three months earlier, we could have turned it around for them.

Good point. So you see a lot of different businesses in different sectors and applications. What are the hot sectors today to look at if you had to put one or two at the top of the list? What do you think are really good sectors for starting a business now?

That's a great question. I think as long as you're really good at what you're doing and you're taking advantage of the different means that there are to get yourself out there, I think that you believe you'll be a good business. I mean, I deal with a lot of restaurants I deal with, I deal with liquor stores, I deal with trucking companies.

Speaker1: [00:08:23] I mean, I deal with I deal with all types of businesses, but always there's going to be somebody that, you know, just really committed and put their head into their craft and build something out of it. So I don't really know what sectors. I just know there's always going to be good businesses, no matter what. Right.

Yes, right, so in the last few minutes that we have here, well, should we cover that we haven't.

Yeah, just, you know, we could get people funded real quick. And I think that we have the best programs right there out there right now. We have really good relationships with our investors and I think that there are deals that we could do that nobody else in the industry can. That's great.

Well, good to hear, so how best for listeners to get back in touch with you?

Your listeners can go on the website, it's Thunder Hunt Dot CEO, Thunder Hunt Co.. And as I mentioned, the application is right on there. All the contact is on there. Super straightforward application. It could take you about five minutes to complete.

Great. I'll be in touch. We'll include those in the show notes to thank you for joining us today and hope to have you back for a follow up soon. All right, appreciate it. If that's your connect helps investors interested in startup funding in this

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