

The Pre-Flight Evidence Snapshot

A short place to separate what you believe from what you have actually observed before you spend more on an idea.

What this is

A preparation sheet for a better decision conversation. It helps you expose where the idea is still resting on belief.

What this is not

A validation score, interview script, test plan or recommendation to build. Those depend on the idea, audience and cost of being wrong.

Four evidence areas

Customer	Who you believe encounters the problem first
Problem	What you believe becomes costly, frustrating, slow or risky
Current behaviour	What you believe happens today instead of using your idea
Commitment	What anyone has actually done beyond saying the idea sounds useful

Do not try to turn this sheet into your own pass score. The next test and credible threshold are judgement calls, not generic arithmetic.

Separate belief from evidence

Use short phrases. The blank space is deliberate: if the observed column is difficult to complete, that is useful information to bring into a Flight Check.

Area	What I currently believe	What I have directly observed
Customer		
Problem		
Current behaviour		
Commitment		

The decision I am trying to make

A Flight Check turns this snapshot into the part that is not generic: the riskiest assumption, exact seven-day experiment, credible audience, pass/fail threshold and build, change or pause recommendation. EUR 200 at founderflight.ie

Considering New Frontiers?

This is independent preparation, not an official application checklist. Programme requirements and decisions belong to Enterprise Ireland and the local providers.