Meeting with Smit Shah

President, Drone Federation of India · Bring the A4 opportunity sheet · ★ = must ask

GOAL · 2 opportunities, 1 paid pilot, names to meet next.

INTRO · "I'm exploring drone businesses, possibly with Bird's access to aviation, training and hotels. I'm open to distribution, training, after-sales, or something bigger. I want to know where the real money and gaps are."

AFTER ANY GOOD ANSWER · Who pays? How much? How long to close? Who already does it?

1 · BIG PICTURE

1 **How much of the drone market can a new company actually win?**

2 **Which uses have customers paying again and again?**

★3 **Which 3 drone businesses would you start in my place? Which would you avoid?**

4 **Where are good drone companies losing customers? Who needs a partner?**

2 · SPECIFIC AREAS (FOLLOW HIS LEAD)

5 **Training: where's the gap: basic licences, advanced skills, or job placement?** Partner or start our own?

6 **Distribution: can an independent seller and service network win, or do makers sell direct?**

7 **Parts: what's hard to source in India?** Could local assembly or repair be a business?

★8 **Delivery: what would make a Zipline-style network work here?** First customer, first route, who pays?

9 **Defence: what's a realistic way in without our own engineering team?** Who would back an EagleEye-style pilot?

3 · OUR FIT

10 **What would Bird really add? What works without Bird?**

★11 **Which business could reach ₹1 cr a month?** How many customers, how much money and how big a team? How much profit?

12 **(Show A4 sheet.) Which leads are worth meeting, need checking, or should be avoided?**

4 · CLOSE

★13 **What should I test in the next 90 days before investing?** What would make you go, or stop?

★14 **Could you introduce me to: a buyer, a company needing a partner, and someone who knows approvals?**