

"Before You Contact an Engineer..."

7 Smart Things to Do First (and What Not to Worry About)

You don't need a prototype, patent, or business plan to talk to an engineer. But there are a few things you *should* know before the conversation. This guide helps you prepare just enough-without wasting time or money on things that don't matter yet.

1. Know the problem you're solving.

If you can describe the pain or inefficiency, you're ahead of most.

Don't worry if: you can't explain how your idea works technically yet.

2. Be able to explain your product in one sentence.

You'll need this whether you're raising money or explaining it to an engineer.

Don't worry if: you ramble right now-just practice and get closer.

3. Sketch your idea-even badly.

A napkin drawing beats nothing. Engineers don't need art; they need orientation.

Don't worry if: your drawing looks like stick figures. It still helps.

4. Make a short list of must-haves.

What are the 2-3 things the product *must* do or be?

Don't worry if: you haven't figured out the nice-to-haves yet.

5. Write out a few questions you'd like answered.

What's unclear? What are you hoping the engineer can help with?

Don't worry if: you think your questions sound dumb. They won't.

6. Think about how you'll use the product.

Is it used once? Daily? In a harsh environment? Is it held, worn, plugged in?

Don't worry if: you're not sure what the environment requires.

7. Decide what you want from the first conversation.

Do you want advice? A quote? Feedback? A sanity check?

Don't worry if: you don't know what a good next step looks like. That's part of our job.

Most people wait too long. Talk to us before you spend money fixing guesses.

801-414-9597 | tce@celticengineeringsolutions.com