The Last Analyst — Mini-SAT Case Study

The Identity Mirage

Background

A startup CEO hires an analyst to vet a potential investor who's offering $1.2M for a 20% stake. The investor claims to have experience in biotech, but something feels off. There's little public information available, and the CEO wants to know: is this guy legit?

Mini-SAT Applied: Indicators & Warnings List

This SAT involves creating a tailored list of positive indicators (legitimacy) and warning signs (deception or risk). It's used when a client needs fast judgment under conditions of limited or ambiguous data.

Analysis

 Indicators of Legitimacy:
- Active LLC registered under his name
- Matches to two conference appearances in biotech sector
- Previous minor angel investments traceable through Crunchbase

 Warning Signs:
- Social media accounts created recently with stock photos
- Domain of email registered only 3 months ago
- Company name linked to dissolved entity from 4 years back

Outcome

This SAT allowed the analyst to deliver a fast, balanced snapshot: three signs this investor was likely real — and three warning signs that demanded deeper due diligence. The CEO paused the deal and initiated a background check, likely avoiding reputational and financial risk.