

AGENDA

Day 1 - Starting an Angel Organization Seminar

October 23, 8:00a.m. to 5:00p.m.

8:00 a.m.	Course Introduction/Ice Breaker Activity Overview of Angels & Angel Groups
10:00 a.m.	BREAK
10:20 a.m.	Completing a Community Assessment Case study activity 1: Community Assessment An Overview of Investment Structures Case study activity 2: Choose an Investment Structure
12:00 p.m.	LUNCH
1:00 p.m.	An Overview of Membership Strategies Case study activity 3: Develop a Membership Strategy Attracting, Recruiting, & Retaining Members Manager-led versus Member-led Organizations Case study activity 4: Choose Manager-led or Member-led
3:00 p.m.	BREAK
3:30 p.m.	An Overview of Legal Structures Case study activity 5: Choose a Legal Structure Financing Your Angel Organization Case study activity 6: Estimate Costs/Choose Financing Summarizing the Process and Organization Frameworks Operational Decisions to Make: <ul style="list-style-type: none">- Deal Sourcing Options- Deal Screening Procedures & Questions to Ask- Coaching as Part of Deal Flow- Company Presentation Options- Meeting Structures- Due Diligence Processes, Checklists, & Resources Questions, Answers, and Discussion
5:00 p.m.	NETWORKING RECEPTION

Day 2 - Valuation and Portfolio Strategies Workshop

October 24, 2009 8:00a.m. to 12:00p.m.

8:00 a.m.	INTRODUCTION Course Introductions Snapshot Survey Activity Valuation Terms, Definitions, and Activity
8:45 a.m.	LESSON I: PORTFOLIO STRATEGY AND THE VENTURE CAPITAL METHOD ROI Expectations Cogent Angel Portfolio Strategy The Venture Capital Method Exercise Applying the VC Method
9:20 a.m.	LESSON II: DIVERGENCE: THE VALUATION DISCONNECT Popular Approaches to Valuation Group Poll: VC Exit Growth and its Affects on Angel Investor Exi Group Poll Revisited' VC Exit
9:45 a.m.	BREAK
10:00 a.m.	LESSON II: DIVERGENCE: THE VALUATION DISCONNECT (CONTINUED) Entrepreneurial and Angel Perspectives Valuation Divergence Gadzoox Networks Group Discussion: Divergence
10:30 a.m.	LESSON III: PERFORMANCE DATA OF ANGEL PORTFOLIOS Review of Realization Ratios

Performance Data from Experienced Angels
Group Discussion: Portfolio Performance
11:05 a.m. LESSON IV: HOW TO MEASURE AND CRAFT A PORTFOLIO
Group Exercise: Acceptable Performance
IRR and ROI: The Rest of the Story
11:45 a.m. Group Discussion: The Investing Sweet Spot
CONCLUSION AND CLOSING SURVEY