



**Angel Investing Workshop  
Keiretsu Forum Mid-Atlantic  
Keiretsu Forum South-East**



**This workshop is designed for both the new and experienced angel investor interested in maximizing their investment focus on the 20-25% of the opportunities that will return 80% of their positive results. This half-day workshop is part of the Keiretsu Academy Investor Series and typically covers the agenda below in 2.5 to 3.5 hours. The workshop is designed to be offered to a group of at least 12 and no more than 36 participants.**

**Agenda**

- **Introductions and Level Setting**
  - **Overview – Keiretsu Forum**
  - **Expectations**
- **Angel Investing**
  - **Why it Matters**
  - **Who are the Angels?**
  - **Investing Challenges**
- **Angels and Funds**
  - **Passive vs. Active Investment Opportunities**
  - **Introduction to Accelerator Venture Partners Fund**
- **The Entrepreneur Side of the Equation**
  - **Today's Funding Conundrum**
  - **Attracting Investors**
  - **Jockeys vs. Horses**
- **The Art & Science of Angel Investing**
  - **The Process – Mitigating Risk**
  - **Tools of the Trade**
    - **Due Diligence Reports**
    - **Valuation**
    - **Term Sheet**
    - **PPM – Private Placement Memorandum**
    - **The ProSeeder Platform**
- **Summary and Final Q&A**

## **Objectives of the Workshop**

**The Attendees will understand and will be able to articulate...**

- **The economic impact of angel investing**
- **Angel qualifications**
- **Difficulties of angel investing**
- **Angel vs. Fund investing**
- **Why diversify your investment portfolio?**
- **The challenges entrepreneurs face today in starting and funding new businesses**
- **What angels look for in an investment**
- **How a rigorous investment process helps mitigate risk**
- **Why due diligence is critical to successful investments**
- **Their understanding of valuation and the popular valuation tools**
- **The compelling aspects of an aggressive term sheet and why it matters**
- **The components of the PPM (Private Placement Memorandum) package**
- **The utilization of world-class online DealRoom applications and why they help investors succeed**

## **Attendance**

**Keiretsu Forum Members may attend at no cost but must pre-register**

**Guests of members and sponsors may attend for \$100**

**Unaffiliated guests may attend for \$150**

**Entrepreneurs that are potential presenters to Keiretsu may attend for \$75**

**Workshop fees are applied to membership**