



# ANGEL EDUCATION SERIES WORKSHOP

MONDAY, DECEMBER 6, 2010

FOLEY-HOAG EMERGING ENTERPRISE CENTER, WALTHAM, MA

Angel Capital Association (ACA) New England and the Angel Capital Education Foundation (ACEF) provide a **series of educational workshop sessions** designed to help existing angel investors and individuals considering angel investing in the Northeast U.S.

Designed for people with the interest and means to consider this important investment activity that fuels the growth of the entrepreneurial economy, the Angel Education sessions span the range of topics and materials needed to improve investment knowledge and expertise — and add value to their role as business angels, whether they are individual investors

The ACA New England Angel Education Series workshop concludes in Fall workshops on Monday, Dec. 6, 2010 with two exciting, information-filled sessions at the Foley Hoag Emerging Enterprise Center in Waltham, MA.

## AGENDA

3:00pm - **Check-In**

3:30pm - **Session C-5: Valuing an Early Stage Company**

Led by: **Christopher Mirabile** – Managing Director, Race Point Capital Group

Christopher Mirabile is the Managing Director of Race Point Capital Group LLC, an angel investment group focused on seed and early-stage investments in the high technology and green technology areas. He is also the lead investor of Race Point Capital Fund I LLC, which is a separate but affiliated early stage investment fund. In addition to his work with Race Point Capital, Christopher is an active member of the Boston-area angel investing community. Christopher is the former CFO and General Counsel of IONA Technologies PLC, and was instrumental in the acquisition of IONA by Progress Software in 2008. Before joining IONA, Christopher was with Testa, Hurwitz & Thibeault, LLP. Prior to obtaining his law degree, he was a management consultant with Price Waterhouse's Strategic Consulting Group.

4:30pm - **Break**

4:45pm - **Session C-6: Early Exits**

Led by: **Basil Peters** – Angel Investor and Early Exit Strategist

Basil Peters is an angel investor with a passion for exit transactions. After being an investor for a couple of decades he finally realized that successful investing requires two things: making the right investment decisions and getting your money back. Dr. Peters is the principal of Strategic Exits Corp., and fund manager for Fundamental Technologies II - an angel fund (seed stage venture fund). He also founded a venture capital firm and a hedge fund, and has been a CEO in Vancouver and Silicon Valley. Basil writes a blog on best practices for entrepreneurs and angel investors at [www.AngelBlog.net](http://www.AngelBlog.net). He just published his first book: *Early Exits - Exit Strategies for Entrepreneurs and Angel Investors (But Maybe Not Venture Capitalists)*. Basil is an Entrepreneur in Residence at Simon Fraser University where he helps students and faculty spin-off research into promising technology companies. He has a Ph.D. from the University of British Columbia in Electrical and Computer Engineering and has received the Entrepreneur of the Year Award, Canada Awards Silver Medal in Entrepreneurship, BC Science and Engineering Gold Medal and Business Leader of the Year Award. For more: [www.BasilPeters.com](http://www.BasilPeters.com).

5:45pm - **Networking Reception**

## SESSION FEES & REGISTRATION

	Member of ACA-Member Angel Groups	All Others
Session C-5 & C-6	\$ 60	\$ 120
Networking Reception	FREE	FREE

Because materials for attendees need to be prepared ahead of time, advanced online registration is REQUIRED through the following link: [www.eventbrite.com/event/1035825181](http://www.eventbrite.com/event/1035825181)

## INSTRUCTORS

**Education Series instructors** are seasoned angel investors who have volunteered their time to give back to the angel investing community. In many cases, these investors were themselves founders of startup ventures and have experienced both sides of the capital divide – as entrepreneurs and angel investors – and provide invaluable insight into the angel investing process. All the instructors are established and well-regarded members of the angel investing community.

Information on past Angel Education Series instructors can be at: <http://ne-angels.com/course-instructors/>

## WORKSHOP LOCATION

### Emerging Enterprise Center at Foley Hoag

1000 Winter Street, Suite 4000, North Entrance

Waltham, Massachusetts 02451-1436

Tel: 781.895.5900

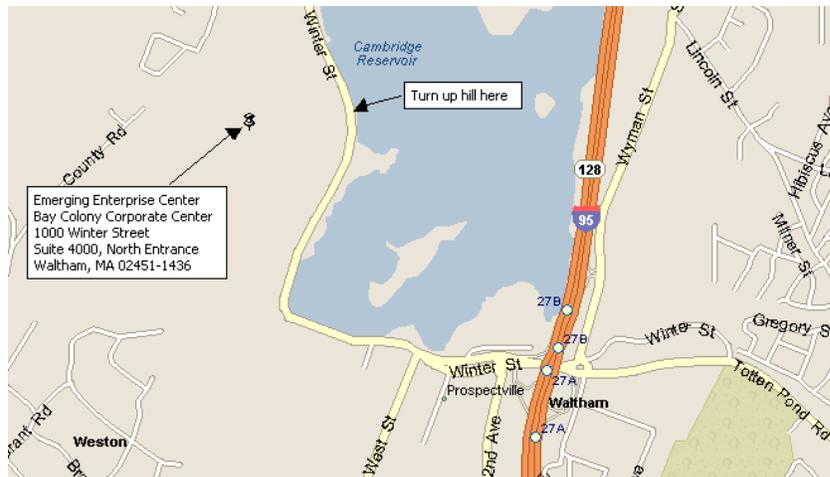
### DIRECTIONS

#### Traveling South on Rt. 128:

- Take Route 95/128 South to Exit 27B (Winter St.)
- Stay in the right lane off the exit ramp into Winter St.
- Continue straight ahead around the reservoir
- Turn left at Bay Colony Corporate Center
- Proceed to 1000 Winter Street
- Enter at the NORTH entrance

#### Traveling North on Rt. 128:

- Take Route 95/128 North to Exit 27B (Winter St.)
- Turn right at end of exit ramp into Wyman St.
- At next set of lights, turn right into Winter St.
- Stay in the far right lane and continue on Winter St.
- Continue straight ahead around the reservoir
- Turn left at Bay Colony Corporate Center
- Proceed to 1000 Winter Street
- Enter at the NORTH entrance



## ABOUT ACA & ACEF

The **Angel Capital Association (ACA)** is a trade association that supports angel investment groups in North America. ACA was founded by angel investment groups located in the United States and Canada to help maximize the success of group based angel investors. The mission of the Angel Capital Association is to increase the success of member angel groups by providing professional development, best practices, networking and collaboration opportunities for angel investors who belong to member angel groups.

The **Angel Capital Education Foundation (ACEF)** is a charitable organization devoted to education and research in the field of angel investing, a growing driver of our entrepreneurial economy. The programs of ACEF include educational workshops and seminars, research projects and reports, and information about angel investing for the general public. ACEF was founded by the Ewing Marion Kauffman Foundation and leaders of angel groups in the United States and Canada.

## PROGRAM SPONSORS

The **2010 Angel Education Series** is provided through the generous sponsorship of:



Tel: 617 832 1000  
[www.foleyhoag.com](http://www.foleyhoag.com)

For more information and event details, please visit: [www.ne-angels.com](http://www.ne-angels.com)

Or email: [mail@ne-angels.com](mailto:mail@ne-angels.com)