



# NEW ENGLAND ANGEL EDUCATION SERIES WORKSHOP

MONDAY, FEB. 11, 2013

1:00 PM TO 4:30PM  
(networking reception to follow)

KPMG LLP, ONE BROADWAY (15<sup>TH</sup> FL), CAMBRIDGE, MA

The **New England regional member groups of the Angel Capital Association (ACA)** host the ACA and Angel Resource Institute (ARI) educational workshops focused on the specific needs of angel groups in New England and purposed to help existing and prospective angel investors improve their investment knowledge and expertise — and add value to their role as business angels — as members of an angel group or as individual investors. This winter, the Angel Education Series workshop will be held on the afternoon of Monday, February 11th. An **evening networking reception** follows the workshop. The reception is **complimentary** for attendees of the workshop and members of ACA member angel groups.

## AGENDA

- 1:00pm – Check-In
- 1:30pm – **Valuing an Early Stage Company**
- 2:30pm – Break
- 2:45pm – **Serving on the Board and Advising**
- 3:45pm – Break
- 4:00pm – **Startup Elevator Pitches**
- 4:30pm – **Networking Reception**

## REGISTRATION OPTIONS

	Member of ACA-Member Angel Groups	All Others
<b>Workshops:</b>	70	100
<b>Reception:</b>	FREE	20

Advanced online registration is **REQUIRED**. For more information and event details, please visit: [www.ne-angels.com](http://www.ne-angels.com).

## COURSE DESCRIPTIONS

**Valuing an Early Stage Company.** Determining the likely funding requirements of an early stage company can help ensure that a deal is structured properly and that the projected company valuation has a good chance of being attractive to next stage funders. There are numerous ways to calculate valuations - revenue, income, cash flow and even Black-Sholes but in early stage investing is usually based on comparables and desired investor return requirements. Senior angels around the country have built some interesting “valuation methods”. This session will allow time to review these approaches.

Faculty planned for this session includes:

- David Verrill – Founder/Managing Director, Hub Investment Group; and Board Chair, Angel Capital Association
- Jeremy Halpern – Partner and Director of Business Development, Emerging Companies Group, Nutter McClennen & Fish LLP

**Serving on the Board and Advising.** One of the most important roles an Angel investor has is helping a first-time CEO understand the difference between an occasional business coach, an advisory board member, and a member of the board of directors. We will review the responsibilities of each of these differing roles from an angel perspective. Further discussions will be devoted to exploring what it means to be a Board Member of an early stage company. Besides the fiduciary responsibility and associated duties that come with being on the Board, board members can also help shape a great board process while providing substantial advisory support that can be part of the magic that can help grow strong companies. The second part of this session will be a panel discussion that will take questions from the audience about board experiences and the changing role of the board at various stages of company growth.

Faculty planned for this session includes:

- Peter Aranow – Member of the Executive Committee, Boynton Angels
- Maia Heymann – Chairman of the Board of Directors, CommonAngels
- Hambleton (Ham) Lord – Managing Director, Launchpad Venture Group

ACA / ARI New England Education Series workshops are led by seasoned angel investors who have volunteered their time to give back to the angel investing community. Information on ACA / ARI New England Angel Education Series instructors can be found at the Angel Education Series web site: <http://ne-angels.com/course-instructors/>.

**WORKSHOP LOCATION / DIRECTIONS**

**KPMG LLP**  
 One Broadway, 15<sup>th</sup> Fl  
 Cambridge, MA 02142  
 Tel: 617.475.4701



**Directions using the subway (the “T”):**

- Take the Red Line to the Kendall Square / MIT stop
- Exit the T and walk towards the Charles River / Memorial Drive
- One Broadway is the tall gray cement building on your left
- KPMG is on the 15<sup>th</sup> floor

**Driving Directions from Points North:**

- Take Route 93 South to Exit 26 to Storrow Drive / North Station
- Follow signs for Storrow Drive and take Gov’t Center / Kendall Sq. exit
- Take right off ramp and go over Longfellow Bridge onto Main St.
- Main St. becomes Broadway shortly after the end of the bridge
- One Broadway will be on your right; KPMG is on the 15<sup>th</sup> floor
- Note: the building parking garage entrance is on 3<sup>rd</sup> St, off Broadway

**Driving Directions From Points South:**

- Take Route 93 North to Exit 26 (Storrow Drive / North Station)
- Stay on left lane toward Storrow Drive
- Take exit on left (Gov’t Center / Kendall Square)
- Take right off ramp and go over Longfellow Bridge onto Main St.
- Main St. becomes Broadway shortly after the end of the bridge
- One Broadway will be on your right; KPMG is on the 15<sup>th</sup> floor
- Note: the building parking garage entrance is on 3<sup>rd</sup> St, off Broadway

**PROGRAM SPONSORS AND SUPPORTERS**

The **2013 Angel Education Series** is grateful for the support of Foley Hoag LLP, an ACA Sponsor, and KPMG LLP, for the use of their meeting facilities at One Broadway.



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