



IN CONJUNCTION WITH:



## NEW ENGLAND ANGEL EDUCATION SERIES WORKSHOP

MONDAY, OCTOBER 24, 2011

1 PM TO 5 PM

NUTTER MCCLENNEN & FISH LLP, BOSTON, 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 Fall, the Angel Education Series workshop will be held on the afternoon of October 24th.

For the October 24<sup>th</sup> workshop, we are excited to offer attendees the **option to register for an exclusive MassChallenge VIP Angel workshop package that combines Angel Education Series workshop registration and access to VIP benefits at the MassChallenge 2011 Awards Ceremony**, including enhanced dining options and access to the VIP networking event.

**NOTE:** *If you have already registered for the MassChallenge 2011 Awards Ceremony but want to “upgrade” to VIP status and also attend our workshop, please contact us ([mail@ne-angels.com](mailto:mail@ne-angels.com)) so we can assist you in registering for both events.*

### AGENDA

- 1:00pm – **Check-In**
- 1:15pm – **The Angel Investment Process**
- 2:15pm – **Break**
- 2:30pm – **Deal Terms**
- 3:45pm – **Angel Group Elevator Pitches**
- 4:00pm – **Networking Reception at Nutter**
- 5:00pm – **VIP Reception at MassChallenge**
- 6:00pm – **MassChallenge Awards Celebration**

### REGISTRATION OPTIONS

	Member of ACA-Member Angel Groups	All Others
<b>Exclusive MassChallenge VIP Angel Workshop Package</b> <ul style="list-style-type: none"> <li>▪ Angel Education Series Workshop and Reception (at Nutter Conference Center)</li> <li>▪ MassChallenge Awards Celebration VIP Access               <ul style="list-style-type: none"> <li>- Enhanced dining options</li> <li>- Access to VIP networking</li> </ul> </li> </ul>	150	170
<b>Angel Education Series Workshops ONLY</b> <ul style="list-style-type: none"> <li>▪ Angel Education Workshop and Reception (at Nutter Conference Center)</li> <li>▪ NO access to MassChallenge events</li> </ul>	30	50
<b>Workshop and MassChallenge Receptions</b> <ul style="list-style-type: none"> <li>▪ NO workshop or workshop materials</li> <li>▪ Angel Education Series Workshop Reception (at Nutter Conference Center)</li> <li>▪ MassChallenge Awards Celebration VIP Access               <ul style="list-style-type: none"> <li>- Enhanced dining options</li> <li>- Access to VIP networking</li> </ul> </li> </ul>	130	150

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

## COURSE DESCRIPTIONS

**The Angel Investment Process.** An entrepreneur needs capital. Angel investors would like to invest in situations that have the potential of high returns. This session will concentrate on how these two get together, work together, and then part company. It will begin with screening – finding the one deal in a hundred that appears to be attractive to the angels; an overview of due diligence; a discussion of the terms of a typical angel investment, including valuation; the mechanics of term sheets; drafting the deal documents; and closing. The session will continue with the ongoing process of monitoring the investment, both as an individual investor and as the person designated to be the investor group's representative on the company's Board of Directors. It will conclude with a discussion of exits, both good and bad.

**Deal Terms.** This course reviews key concepts of private preferred stock equity investment deals. Each key term that defines an angel's ownership position will be reviewed. These include those defining the economics of the deal, including pre-money valuation, option pool size, liquidation preferences, anti-dilution and dividends will be examined. In addition, the other key terms affecting investor control, governance, monitoring the investment, maintaining ownership, and management rights will also be reviewed. Norms for term sheets designed to be 'friendly' for Angels will be covered.

ACA / ARI New England Education Series workshops are led 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 & AREA MAP

The New England regional member groups of the ACA gratefully acknowledges the generosity of Nutter McClennen & Fish LLP for hosting the Oct. 24<sup>th</sup> Angel Education Series Workshop – and for their continued support of the New England entrepreneurial community

### Workshop Location:



Nutter Conference Center  
Seaport West  
155 Seaport Blvd, 5<sup>th</sup> Floor  
Boston, MA 02210  
[www.nutter.com](http://www.nutter.com)

### MassChallenge 2011 Awards Celebration:

The MassChallenge 2011 Awards Celebration (and VIP Networking event) is being held at the **Boston Convention and Exhibition Center** on 415 Summer St. in Boston (about a 0.3 mi or a 6-min. walk from the Nutter McClennen & Fish LLP offices) – see Area Map.

### Area Map:



## NEXT WORKSHOP: DEC. 5, 2011

The next Angel Education Workshop will be held on Dec. 5, 2011 at Dogpatch Labs in Cambridge, MA and will cover: Investment Process & Due Diligence, Deal Terms, and Valuing an Early Stage Company. There will be a networking reception afterwards. Details will be available soon on our website: [www.ne-angels.com](http://www.ne-angels.com).