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