

Entrepreneurship Speaker Series featuring nationally recognized seminars from the

Angel Resource Institute

founded by the Kauffman Foundation

Back By
Popular Demand!

THURSDAY, MARCH 29, 2012

Due Diligence

Effective due diligence is one of the most critical steps in successful angel investing. This half day drill-down workshop takes the angel investor through the key issues which will determine major risk factors and deal breakers. The workshop emphasizes what must be confirmed, the cost of confirming, and the risk of not knowing. Workshop attendees learn what it takes to validate the plan and to define and contain the risk of investment.

This course is highly interactive and includes presentations, panel discussions and case studies.

An In-Depth Look at Term Sheets

Angel investing is high risk investing. Consequently certain safeguards are understandable and appropriate. This workshop facilitates in-depth presentations and discussions of the terms and conditions commonly used by angel investors in funding early stage ventures. Attendees will become familiar with a wide variety of investment terms and processes through five main sections:

- Core principles and processes
- Structure of company and ownership interests
- Mechanics of financial terms
- Investor rights provisions
- Protective provisions

This course will also include panel discussions from local experts.

NETWORKING LUNCH WILL BE SERVED FROM 12-1 PM.

Who should attend?

Angel investors, CEOs, entrepreneurs, startups looking for financing, venture capitalists, commercialization and tech transfer professionals, researchers, financiers and lenders.



Robert Okabe,
angel investing expert



Growing the Region One Business at a Time

DETAILS:

WHEN:

Thursday, March 29, 2012

Morning Session

8:00 am - 12:00 pm

(includes lunch and materials,
ending at 1PM)

Afternoon Session

1:00 pm - 5:00 pm

(includes lunch and materials,
begins at 12PM)

WHERE:

Dunn-Richmond Economic Development Center

150 E. Pleasant Hill Road
Carbondale, IL 62903

www.siusbdc.com

REGISTER:

No later than March 26,
close of business

Pre-registration is required.

Illinois SBDC

International Trade Center

618-453-3805

sbdc@siu.edu

COST:

\$60 per person

per half day session

(includes lunch & materials)

\$100 per person

for full day of sessions

(includes lunch and materials
from both sessions)

The Illinois Small Business Development Center/
International Trade Center is funded in part through
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