



ANGEL CAPITAL ASSOCIATION



2010 SOUTHEAST ACA REGIONAL MEETING

October 19 – 21, 2010

Greenville, South Carolina

Presented By:



2010 SEACA REGIONAL MEETING

October 19 – 21, 2010



TRENDS IN RAISING CAPITAL Workshop

**Greenville, SC
Westin Poinsett
October 20, 2010**

Agenda

8:00 a.m.

Welcome, Opening Remarks and Introductions

Brenda Laakso - NEXT

Matt Dunbar – Upstate Carolina Angel Network

8:15 a.m.

Analysis of the Capital Raising Environment

John May – Chairman Emeritus, Angel Capital Association

9:00 – 9:45 a.m.

Market Data Analysis Techniques

9:45 – 10:00 a.m.

Break

10:00 – 10:30 a.m.

Best Practices: Meeting Investor Expectations

10:30 – 11:00 a.m.

Valuation Methodologies

11:00 – 11:30 a.m.

Deal Terms and Structural Mechanics

Summary and Wrap Up