

Angel Capital Association Southwest Regional Meeting Agenda

October 25, 2013

Location: Marriott University Park, 880 E. 2nd Street, Tucson, AZ 85719

FRIDAY OCTOBER 25th

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|-------|--------------|---|
| 7:30 | I. | Conference Registration, Coffee, Continental Breakfast and Networking |
| 8:00 | II. | Welcome and ACA Update
Curtis Gunn, Desert Angels & Sarah Dickey, Angel Capital Association |
| 8:15 | III. | Regional Angel Group Round Robin & Panel Discussion of Regional Issues
Each participating angel organization will provide a brief overview of their organization and a highlight/observation/concern for the year to come. Also some highlights from the ACA Leadership Workshop. |
| 9:15 | IV. | General Solicitation, the SEC & the ACA
Larry Hecker & Michael Hool. As a result of the JOBS Act, the SEC is actively changing the regulatory landscape within which angels must operate. Michael and Larry will discuss the new rules and what angels should be doing to operate within those rules. |
| 10:00 | V. | Break |
| 10:15 | VI. | Identifying Deal Leads, Negotiating Term Sheets and Performing Due Diligence
Panel - Jim Goulka, John Chavez, Dan Schulz, TBD. A topic that is pertinent to all angel groups is the deal flow process. This panel will highlight some best practices around the angel process and organization. |
| 11:30 | VII. | Lunch
Keynote - Pat Sullivan. Founder and CEO of ACT!, SalesLogix and Contatta. |
| 1:00 | VIII. | Convertible Notes vs Priced Rounds and Invest Only Once or Invest in Every Round
Panel – Tim Reckart, Brian Burns, Chris Richied, TBD. Always a hot topic for discussion .. do I invest in a convertible note or a priced equity round? Perspectives from the angels, the companies, and the VCs that might follow. |
| 2:00 | IX. | From the Other Side of the Term Sheet
Panel of Entrepreneurs and their feedback to Angels ... Good, Bad, Ugly.
Panel – Paul Winandy (WebPT), Louis Breton (Calimmune), Phil Kelly (Yapert), TBD |
| 3:00 | X. | Break |
| 3:15 | XI. | Going From Oh No to OK
Panel – Bill Hardin, Jim Goulka, Mic Williams, Larry Aldrich. Angels discuss some war stories and things that could have been done to avoid them. |
| 4:00 | XII. | “Best of Region” Company Presentations
Each participating angel organization will provide their current “best candidate” opportunity for syndication. 10 minutes per company including Q&A (variable to number of presenters) |
| 5:00 | XIII. | Adjourn |

5:30

“Founders & Funders” Cocktail Reception (including entrepreneurs)

Cocktails and appetizers on the rooftop at Playground Bar and Lounge (278 E. Congress St)

7:00

Dinner (additional expense)

Saint House (register separately to reserve your spot at dinner) – only 23 spots available