ANGEL INVESTING – AN OVERVIEW
Seminar

ACA Summit
Hyatt Regency - San Francisco, CA
April 17, 2013

AGENDA

8:00 – 8:25
Room: Seacliff C & D
Welcome, Opening Remarks and Introductions
Lead Instructor: Susan Preston, ARI

Session I
8:25 – 8:55
PowerPoint Presentation/Q&A – An Angel Investing Overview
Lead Instructor: Susan Preston, ARI

8:55 – 9:35
Panel #1 – Is Angel Investing Right for You?
Troy Knauss, Guardant Partners LLC - moderator
Chuck McCoy, North Texas Angel Network
Anuram Nigam, Sand Hill Angels

9:35 – 9:55
PowerPoint Presentation/Q&A – Portfolio Strategy for Angels
Lead Instructor: Susan Preston, ARI

9:55 – 10:15
Break

Session II
10:15 – 10:40
PowerPoint Presentation – Overview of Due Diligence
Lead Instructor: Susan Preston, ARI

10:40 – 11:10
Panel #2 – Discussion of Due Diligence
Bart Dillashaw, Nebraska Angels
Chuck McCoy, North Texas Angel Network
Skip Simms, Michigan Angel Fund
Anuram Nigam, Sand Hill Angels
Session III

11:10 – 12:00 Panel #3 – Structuring the Deal
Lead Instructor: Susan Preston, ARI – moderator
Lauren Flanagan, BELLE Capital USA, LP
Bart Dillashaw, Nebraska Angels
Skip Simms, Michigan Angel Fund
Meredith Haviland, Foley Hoag

12:00 – 12:45 Lunch

Session IV

12:45 – 1:15 PowerPoint Presentation – Valuation Methodologies
Lead Instructor: Susan Preston, ARI

Explanation of Valuation Exercise – (Sue Preston, ARI)
Move to Breakout Rooms at 1:15

1:15 – 2:15 Break-out Group Case Discussions
Rooms: Seacliff C & D, Bayview Room B & Bayview Foyer B

Case # 1 – Gunner Circuits
Case # 2 – Axado Pharmaceuticals, Inc.
Case # 3 – Analytic, Inc.,

Ralph Mayer, San Diego Tech Coast Angels
Jo Ann Corkran, Golden Seeds
Frank Ball, New Dominion Angels
Troy Knauss, Guardant Partners LLC
Les Goff, Mississippi Angel Network

Reconvene in Room: Seacliff C & D at 2:15

2:15 – 2:35 Break-out Group Case Presentations
Valuation Presentations by a representative from each group

2:35 – 2:55 Panel #4 – Discussions of Case Studies and Valuation
Troy Knauss, Guardant Partners LLC – moderator
Frank Ball, New Dominion Angels
Ralph Mayer, San Diego Tech Coast Angels
Jo Ann Corkran, Golden Seeds

2:55 – 3:15 Break

Session V

3:15 – 3:30 PowerPoint Presentation – The Post Investment Relationship
Lead Instructor: Sue Preston, ARI

3:30 – 4:10 Panel #5 – The Post Investment Relationship
Lead Instructor: Susan Preston, ARI  
Lauren Flanagan, BELLE Capital USA, LP  
Meredith Haviland, Foley Hoag

4:10 – 4:15  
Closing Comments  
Seminar Evaluation and PAI Products Update  
Lead Instructor: Susan Preston, ARI

4:30 – 5:30  
Location: Ballroom A  
ACA Annual Members Meeting  
Annual business meeting and public policy update is open to members and affiliates of the association.

5:30 – 7:30  
Location: Grand Ballroom, Ballroom B, & Market St. Foyer  
ACA Summit Opening Reception