



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 Room: Seacliff C & D
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 Room: Seacliff C & D
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 Room: Seacliff C & D
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 Room: Seacliff C & D
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