



**ANGEL CAPITAL ASSOCIATION
2016 ACA Summit
Agenda**

Monday, May 9	7:30	<i>Registration</i>				
	8:00 – 12:00	ARI Workshop: Exit Execution	ARI Workshop: Post Investment & Board Room	ARI Workshop: Angel Investing Overview	International Exchange – 8:30 – 1:30	
	10:00 – 2:00	Corporate Office Hours – private meetings between angels and corporate representatives to discuss portfolio companies <i>Ballroom Foyer</i>				
	1:00 – 1:45	Kickoff for New Summit Attendees and New ACA Members <i>126A</i>				
	2:00 – 3:15	Welcome and Fireside Chat with Kay Koplovitz Returns of Angels in Groups – New 2016 Report by Rob Wiltbank <i>Ballroom IV</i>				
	3:20 – 3:30	Annual Member Meeting <i>Ballroom IV</i>				
	3:30 – 3:45	Networking Break (<i>Broad Street Atrium</i>)				
	TRACKS	<i>FUNDING AND SYNDICATION</i>	<i>MANAGING ANGEL GROUPS</i>	<i>NEW ANGELS</i>	<i>EXPERIENCED ANGELS</i>	<i>NEW INSIGHTS</i>
	3:45 – 4:30	Getting Deals Funded: Trends in Syndication <i>121A</i>	Trends and Best Practices in Building and Sustaining Angel Groups <i>120A</i>	What It Takes to Be a Successful Angel – Getting Started <i>Ballroom III</i>	Outcome-Based Investing – Managing and De-Risking Deals After Investing <i>Ballroom IV</i>	Common Myths in Life Science Investing <i>126A</i>
	4:30 – 4:45	Networking Break (<i>Broad Street Atrium</i>)				
	4:45 – 5:30	How New Technologies and Platforms will Change Angel Investing <i>121A</i>	Best Metrics for Recruiting and Retaining Angel Group Members <i>120A</i>	How to Find the Best Deals for You <i>Ballroom III</i>	Building Talent in Portfolio Companies <i>Ballroom IV</i>	Impact Investing 101 <i>126A</i>
	5:30 – 7:30	Opening Reception <i>Broad Street Atrium</i>				
	7:00 on	Dinners – on your own and with colleagues				

WiFi Access

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6:30	Registration				
7:30 – 8:30	Networking Breakfast for New Summit Attendees and New ACA Members <i>126A</i>	Breakfast Briefing – Protect the Family Jewels: IP Due Diligence Tools Keep Patent Trolls Away (sponsored by E & I Risk) <i>120B</i>		Private Breakfasts <i>Varies</i>	
7:45 – 8:30	Continental Breakfast in Atrium				
8:30 - 9:30	Keynote Interview: David S. Rose Talks with Bob Rice Preview of The American Angel Campaign <i>Ballroom IV</i>				
9:30 – 9:45	Networking Break (<i>Broad Street Atrium</i>)				
9:30 – 12:00	ProSeeder Meetings <i>121C</i>				
TRACKS	FUNDING & SYNDICATION	MANAGING ANGEL GROUPS	NEW ANGELS	EXPERIENCED ANGELS	NEW INSIGHTS
9:45 – 10:30	After the Investment: Ensuring Follow-on Capital is There <i>121A</i>	Getting Members to Lead Deals and Do It Well <i>120B</i>	The Art of the Deal – Deal Terms and More! <i>120A</i>	Building Exit Value for Strategic Buyers <i>120C</i>	Tax Issues That Matter for Angels <i>126A</i>
9:45 – 10:30	Workshop for Showcase Companies – The Obvious and Not So Obvious Issues Entrepreneurs Must Know When Raising Money (Ins & Outs of Term Sheets) <i>123</i>				
10:30 – 11:00	Networking Break (<i>Broad Street Atrium</i>)				
11:00 – 11:45	Successful Angels Debate Best Practices Versus Luck <i>121A</i>	Roundtable for Group Administrators <i>120B</i>	Demystifying Due Diligence <i>120A</i>	Exiting the Un-Exitables <i>120C</i>	Investing in Inclusive Teams <i>126A</i>
11:00 – 11:45	Workshop for Showcase Companies - Strategies for IP Creation and Commercialization <i>123</i>				
11:45 – 12:00	Networking Break (<i>Broad Street Atrium</i>)				
12:00-2:00	Lunch, Awards and Keynotes - Mark Walsh and Interview with Brad Feld <i>Ballroom IV</i>				
2:15-3:15	Innovation Showcase – ten concurrent sessions (see detailed agenda and Summit mobile app)				
3:15-3:30	Networking Break (<i>Broad Street Atrium</i>)				
3:30-4:15	<p>Ten Hot Topic Roundtables – No talking heads! These are conversations among all attendees in the room.</p> <ul style="list-style-type: none"> • Angel Investing 2020 - What Will the Funds of the Future Look Like? – <i>120A</i> • Angels Working with Entrepreneurs - What Strategies are Most Successful? – <i>120B</i> • Cross Border and Cross Experience – Rising Tide Investing and Learning Program – <i>120C</i> • Disasters of Term Sheets (Bad Things Happen to Good Term Sheets) – <i>126A</i> • How to Uncover an Entrepreneur's Strengths and Weaknesses During their Pitch - the Right Follow-up Questions – <i>121B</i> • If Angels Could Ask Only One Due Diligence Question, What Would it Be? – <i>121C</i> • Investing and Syndicating Through Online Platforms for Accredited Investors - <i>123</i> • Patenting in the New World of Patent Eligibility – <i>125</i> • The Angel Voter – How Angels Impact Politics in 2016 and Why You Should be Involved – <i>121A</i> • Valuation Models and Trends for Pre-Revenue Businesses - <i>124</i> 				
4:30-5:25	The New Regulation Crowdfunding and Its Impact on Angels Insights on an Emerging and High Growth Sector for Angels – Legal Cannabis <i>Ballroom IV</i>				
5:25-7:00	Reception in Honor of Award Winners <i>Broad Street Atrium</i>				
7:00 on	Affinity Dinners – on your own or with colleagues				

7:00	<i>Registration</i>				
8:00 – 9:00	Breakfast Briefing – Cross-Border Investing/ Sourcing Deals in Canada (sponsored by Canadian Consulate General) <i>126A</i>				
8:15 – 9:00	Continental Breakfast in Atrium				
TRACKS	<i>FUNDING & SYNDICATION</i>	<i>MANAGING ANGEL GROUPS</i>	<i>NEW ANGELS</i>	<i>UNIVERSITIES</i>	<i>NEW INSIGHTS</i>
9:00-9:45	Insights on VC-Angel Connections for Deal Making <i>121A</i>	My Biggest Mistakes and Best Decisions as an Angel Group Leader <i>120B</i>	When to Walk Away from a Deal <i>120A</i>	Secrets of Successful Angel Deals That Start With University Technology <i>120C</i>	Structured Exits –A New Mousetrap? <i>126A</i>
9:45 – 10:00	Networking Break (<i>Broad Street Atrium</i>)				
10:00-10:45	Regional Collaboratives: New Approach to Catalyzing Deal Flow, Diligence & Customer Acquisition <i>121A</i>	Syndication: Accredited Crowdfunding Platforms and Angel Groups <i>120B</i>	The Great Convertible Note Debate – What New Angels Need to Know <i>120A</i>	A Conversation Between Angels and University Tech Transfer Experts <i>120C</i>	Ways to Attract More Women to Angel Investing <i>126A</i>
10:45-11:00	Networking Break (<i>Broad Street Atrium</i>)				
11:00-12:00	Keynote Presentation – Fabrice Grinda <i>Ballroom III</i>				
12:00-1:30	Lunch Buffet 12:00 – 12:45 Keynote Presentation – Howard Morgan <i>Ballroom III</i>				
1:30	Summit Adjourns				

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