

**Western Regional Angel Forum Agenda**  
 Thursday, February 22, 2018  
 Location: University of California at Irvine – The COVE

**DNA for Success:** where to invest, how to invest, and with whom to partner *to achieve the best results*

7:30	<p><b>Conference Registration, Coffee, Continental Breakfast and Networking</b></p> <p>Please meet our partners and event sponsors throughout the day and via their exhibits and content</p>
8:30	<p><b>Welcome</b></p> <p>Paul Voois – Tech Coast Angels &amp; Sarah Dickey - Angel Capital Association</p>
8:45	<p><b>Angel Group Round Robin &amp; Priority Discussion</b></p> <p>Each participating angel organization will have an opportunity to introduce themselves/their group to the room and highlight an observation/concern for the year to come.</p> <p>Emcee: Paul Voois – Tech Coast Angels</p>
9:30	<p><b>The American Angel Report</b></p> <p>ACA, working with researchers at Wharton and Harvard Business School, has released The American Angel; a profile on the demographic makeup of US angels, their path to becoming angels, and different types of investment activity.</p> <p>Linda Smith – Angel Capital Association Chair, Sierra Angels</p>
9:45	<p><b>Short Topics: Getting Deals Done around the Region</b></p> <p>Three leading angels from different locations and investment models around the Western Region, provide insights on how they, and their community, collaborate to get deals done. This session will expose attendees to different angel investing approaches, and meaningful discussion on successful techniques to walk away from the session with actionable ideas for investment growth and engagement.</p> <p>Facilitator: Silvia Mah – Hera Angels        Groups Highlighted:        Frontier Angels - Pat LaPointe        Rockies Venture Club - Kevin Morningstar        Tech Coast Angels - Dave Berkus</p>
10:30	<p><b>Networking Break</b></p>
11:00	<p><b>How Angels Can Collaborate with Key Eco-System Partners:        VCs, Corporations, Universities, &amp; Incubators</b></p> <p>Key partners are critical at all stages of the investing cycle. This discussion focuses on the ways for angels to efficiently work with key eco-system partners including why they want to engage? What works best, and ways to avoid pitfalls.</p> <p>Moderator: Richard Sudek – UCI Applied Innovation, Tech Coast Angels        Speakers:        Brad Corona - Vertical Venture Partners        Stanton Rowe – Corporate Vice President, Advanced Technology and CSO Edwards Lifesciences        Bob Goff – Sierra Angels        Rory Moore – CEO &amp; Co-Founder, EvoNexus        Mark A. Smith – Executive Director, Verizon Ventures</p>
12:15	<p><b>Networking Lunch</b></p>

1:15	<p align="center"><b>Fireside Chat: Getting to the DNA of Success</b></p> <p>Jeff Kearl is co-founder, CEO and Chairman of Stance, a lifestyle apparel brand best known for designing innovative socks and underwear as well as high profile collaborations with the NBA, MLB and Rihanna. Jeff co-founded Logoworks, an internet startup backed by Shasta and Benchmark that was successfully acquired by HP in 2007, and is an angel investor having invested in over 30 startups.</p> <p align="center">Jeff Kearl – CEO and Chair, Stance Richard Sudek – UCI Applied Innovation, Tech Coast Angels</p>
2:00	<p align="center"><b>Capital Models: Updates for Active Angels</b></p> <p>A company’s long-term financial requirements—its capital model—is a key risk for angel investors. Unfortunately, we often overlook capital risk in our excitement about the company’s story, vision and early successes. This short session will provide an overview on the core pieces for successful consideration.</p> <p align="center">Ron Weissman – Band of Angels</p>
2:15	<p align="center"><b>New Market Opportunities: Investing Ahead of the Curve</b></p> <p>As an angel investor taking risks is part of the territory. But what if we can get an edge to know which markets will be disrupted and which technologies will enable that disruption to take place? Then we can find those investment opportunities over the next one to two years that might provide the highest returns. This panel will discuss the best opportunities in technology including blockchain, semiconductors, AI, VR/AR, and IoT as well as discuss those markets which are ripe for disruption such as Medicine, Connected Car, Autonomous Vehicles and automation.</p> <p>Moderator: David Friedman – Tech Coast Angels Speakers: Hicham Semaan – Tech Coast Angels Raghu Bala – CEO Netobjex Kurt Busch – CEO Syntiant Kim Kovacs – OSEA Angels</p>
3:00	<p align="center"><b>Networking Break</b></p>
3:30	<p align="center"><b>Maintaining High-Energy Diligence Teams and Deal Enthusiasm</b></p> <p>While a significant amount of attention has been paid to due diligence best practices from a process and content perspective, less focus has been given to the equally important human side. Specifically, how can angels maintain dynamic, high-energy due diligence teams capable of handling their steady streams of deal flow? There is a fine balance between performing thorough due diligence and keeping investors interested, motivated and willing to “come back for more.” Panelists discuss how their groups manage this balance and ideas for improvement.</p> <p>Moderator: Kathie Priebe – Golden Seeds, Sierra Angels Speakers: Paul Voois – Cove Fund/ Tech Coast Angels Diane Palme – Sand Hill Angels Pat LaPointe – Frontier Angels</p>
4:15	<p align="center"><b>What is Next for Angels?</b></p> <p>Facilitated conversation on the top-of-mind topics for attendees. Angels will engage on 1-2 topic/ problem within small groups and provide these insights to colleagues.</p> <p align="center">Facilitator: Scott Hamilton – Executive NextPractices</p>
5:00	<p align="center"><b>Attendee Networking Reception</b></p>