



ANGEL CAPITAL ASSOCIATION

## 2013 ACA Fall Leadership Workshop

### AGENDA

Boston, MA

Most Events at MassChallenge (One Marina Park Drive, 14<sup>th</sup> Floor)

Thursday, October 17		
7:15 – 8:00	<b>ARI Program Registration and Coffee</b> Registrants should come to Nutter, McClennen & Fish, 155 Seaport Blvd, 5 <sup>th</sup> Floor	
8:00 – 12:00	<b>ARI Seminar – <i>Valuation of Early-Stage Companies</i></b> <b>John May (<i>New Dominion Angels</i>)</b> Optional registration - \$90 Back by popular demand this workshop presents several key methodologies that experienced angel investors have found as fundamental approaches to properly valuing early stage companies. Methods taught include Risk Factor Summation, Venture Capital and Scorecard. The seminar also presents the importance of portfolio strategies and the role of portfolio returns in the valuation process.	<b>ARI Seminar – <i>Navigating the Boardroom</i></b> <b>Troy Knauss (<i>Angel Resource Institute</i>)</b> Optional registration - \$90 Being a strong leader on a board of directors can have a big impact on your exit. Navigating the Boardroom presents a deep primer on the most important information every angel investor serving as a director needs to know. Navigating the Boardroom will cover exits, board structure, how to optimize returns, eight most common board events, minimizing risk, and many others.
11:00 – 12:00	<b>ACA LEADERSHIP WORKSHOP REGISTRATION</b> Lobby of One Marina Park Drive (and take elevator to 14 <sup>th</sup> Floor)	
11:00 – 12:00	<b>ACA – GUST USERS GROUP</b> <b>Lisa Balter Saacks and Steve Wood (<i>Gust</i>)</b> Please join with members of the Gust product team for an update on the new tools launching soon for angels as well as provide your feedback and recommendations on the best ways for Gust to operate for ACA members.	
12:00 – 1:00	<b>NETWORKING LUNCH</b> <b>SPECIAL LUNCH FOR NEW MEMBERS – LOOK FOR SIGNS</b>	
1:00 – 1:15	<b>KEYNOTE – ROB WILTBANK</b> <b>Rob Wiltbank (<i>Willamette University/ Montlake Capital</i>), with Sarah Dickey (<i>ACA/ARI</i>)</b> Noted researcher, investor and speaker Rob Wiltbank discusses his latest research on angel investing and releases the Halo Report for the first half of 2013.	
1:15 – 2:15	<b>ANGEL GROUP 2.0</b> <b>Christopher Mirabile (<i>Launchpad Venture Group</i>), Maia Heymann (<i>CommonAngels</i>), Ralph Mayer (<i>Tech Coast Angels</i>), and Jamie Rhodes (<i>Central Texas Angel Network</i>)</b> A panel of “out of the box” thinkers discuss paths an angel group might take to address the latest trends in early-stage investing (crowdfunding, Web platforms, new types of syndication, and government regulation). What might an angel group look like in the future?	
2:15 – 3:00	<b>LEADER COMPENSATION</b> <b>Mike Eckert (<i>Atlanta Technology Angels</i>)</b> Many groups want to better understand the compensation that leaders receive. ACA conducted a survey of membership and Mike will talk through the results and different impacts.	
3:00 – 3:15	<b>Break</b>	
3:15 – 4:00	<b>THE LATEST ON GENERAL SOLICITATION RULES AND WASHINGTON, DC ENVIRONMENT</b> <b>Mike Eckert (<i>ACA Public Policy Chair</i>) and Chris McCannell (<i>APCO Worldwide</i>)</b> This legislation and the rules the SEC is charged with writing are having a huge impact. We’ll cover verification of accredited status, proposed filing requirements for issuers and what’s going on in Capitol Hill for tax policy.	
4:00 – 5:00	<b>EXITS FROM THE BUYERS PERSPECTIVE</b> <b>Peter Rosenblum (<i>Foley Hoag</i>), Natalia Celli (<i>Autodesk</i>), Tim Curran (<i>Vela Systems, acquired by Autodesk</i>), and John Thompson (<i>IBM</i>)</b> We’re always looking for great acquisition exits for our portfolio companies, right? Hear from the scouts and partnership directors of Fortune 500 companies and what they are looking for – the types of companies they want to align with might surprise you.	

5:00 – 7:00	<b>NETWORKING RECEPTION (at Foley Hoag, 155 Seaport Blvd - 16<sup>th</sup> Floor)</b> Catch up with old friends, meet new contacts at long-time ACA partner offices, Foley Hoag LLP.	
7:00 on	<b>Dinners</b> – on your own. Join your colleagues for informal dinners in the Seaport area or across the bridge in the financial district.	
<b>Friday, October 18</b>		
7:00 – 8:00	<b>CONTINENTAL BREAKFAST</b>	
8:00 – 9:00	<b>RECRUITING AND RETAINING GREAT MEMBERS</b> <b>Karin O'Connor (Hyde Park Angel Network), David Steakley (Houston Angel Network), Sandra Stone (Maine Angels), and David Verrill (Hub Angels)</b> It's a perennial topic for angel groups, but we all need active, engaged angels to be strong and get the best deals in the community. What are the best and growing groups doing?	
9:00 – 9:30	<b>UPDATE FROM ACA AND ARI</b> <b>Marianne Hudson (Angel Capital Association) and Troy Knauss (Angel Resource Institute)</b> National leaders discuss new member benefits, ACA plans and follow-up on public policy issues, as the latest on education and research available from ARI.	
9:30 – 9:45	<b>Break</b>	
	<b>TRACK 1: GROUP LEADERSHIP</b>	<b>TRACK 2: INVESTOR SUCCESS/KEY INVESTMENT ISSUES</b>
9:45 – 10:45	<b>BEST PRACTICES IN SCREENING</b> <b>Christopher Mirabile (Launchpad Venture Group)</b> Screening is the front line of deal flow for angel groups. What are some of the best ideas and practices among ACA members? How are processes used to better align the investors and the entrepreneurs?	<b>RETHINKING THE NO-VC ASSUMPTION</b> <b>Jeremy Halpern (Nutter, McClennen &amp; Fish), Yumin Choi (HLM Ventures), Rob Wiltbank (Willamette University)</b> Experts take a look at what really drives good angel returns. Is it true that angel deals have higher returns without follow-on venture capital? Let's take a look at different theses of angel investment and see what is true and what is myth
10:45 – 11:00	<b>Break</b>	
11:00 – 12:00	<b>UNCONFERENCE</b> <b>Catherine Mott (BlueTree Allied Angels) and Ross Finlay (First Angel Network)</b> This popular and moderated session has the audience bringing up new topics to discuss and learn from colleagues.	
12:00 – 1:00	<b>KEYNOTE LUNCH – NOAM WASSERMAN, Author of The Founder's Dilemmas: Anticipating and Avoiding the Pitfalls that Can Sink a Startup.</b> Discuss one dilemma with the Harvard Business School professor.	
1:00 – 1:15	<b>Break</b>	
1:15 – 2:15	<b>BEST PRACTICES IN TRAINING MEMBERS</b> <b>Carol Curley (Golden Seeds) and John Huston (Ohio TechAngels)</b> Once an angel joins the group, what are the best tips and tricks to “onboard” them for activity and long-term satisfaction in the organization.	<b>TOOLS, HACKS AND SOLUTIONS FOR RUNNING YOUR GROUP</b> <b>Paul Silva (River Valley Investors), Pam Mason (AngelAssure), and Mark Rainosek (FD Venture Farm)</b> Angels review some of the best tools available for angels, from deal platforms, to analysis, to deal presentation.
2:15 – 2:30	<b>Break</b>	
2:30 – 3:30	<b>WHY DUE DILIGENCE?</b> <b>Parker MacDonell (Ohio Tech Angels)</b> Learn how your peers approach the Due Diligence process. Come prepared to debate the effectiveness of due diligence on outcomes.	<b>SYNDICATING ANGEL DEALS</b> <b>Jean Hammond (Golden Seeds, Hub Angels, Launchpad and LearnLaunch) and George McQuilken (eCoast Angel Network and Angel Investing News)</b> The Halo Report says ACA members are syndicating the majority of their deals, but are there innovations and better ways to do it? Zone in on what makes a deal right for co-investment and what your group needs to do.
3:30	<b>Adjourn</b>	