

# POWER of *Angel Investing* WORKSHOP

## Sponsors:



## Co-Hosts:



# POWER of *Angel Investing* WORKSHOP

## REGISTER ON-LINE

<http://powerofangelinvesting-austin2012.eventbrite.com>

On Friday-Saturday, September 28-29, 2012, the Central Texas Angel Network, Austin Technology Incubator, Rice Alliance - Austin Chapter, and Capital Factory will present a two-day seminar on angel investing. The workshop will be a "How To" for high-net worth individuals who qualify as accredited investors and are interested in investing in early stage startups.

The Angel Capital Association and the Angel Research Institute will provide the content for the Workshop with support from the host organizations. The moderators and presenters are recognized experts in their fields, and the curriculum is nationally accredited. In addition, local and regional experts will participate as panelists. The workshop will be a casual and interactive learning experience.

## FRIDAY AGENDA

7:45 - 8:30 a.m.	Registration and breakfast
8:30 - 10:00 a.m.	Halo Report
10:00 - 10:15 a.m.	Break
10:15 - 12:00 p.m.	CTAN Demo Day
12:00 - 1:00 p.m.	Lunch
1:00 - 2:45 p.m.	Advanced Angel Training
2:45 - 3:00 p.m.	Break
3:00 - 4:00 p.m.	Experienced Angel Panel
4:00 - 5:30 p.m.	Happy Hour

## WHO SHOULD ATTEND?

Individuals who qualify as accredited investors and have an interest in investing in startup companies. The workshop will help to give you the tools and the confidence to become an angel investor.

## SATURDAY AGENDA

7:30 - 8:00 a.m.	Registration and breakfast
8:00 - 10:00 a.m.	Module 1 - Is Angel Investing Right for You?
10:00 - 10:15 a.m.	Break
10:15 - 11:10 a.m.	Module 2 - Discussion of Due Diligence
11:10 - 12:00 p.m.	Module 3 - Structuring the Deal
12:00 - 1:00 p.m.	Lunch
1:00 - 3:30 p.m.	Module 4 - Valuation Methodologies and Case Discussions
3:30 - 3:45 p.m.	Break
3:45 - 5:00 p.m.	Module 5 - The Post Investment Relationship
5:00 - 6:00 p.m.	Cocktail Reception with Speakers and Participants

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## VENUE

AT&T Executive Education and Conference Center  
1900 University Avenue  
Austin, Texas 78705  
512-404-1900

## COSTS

Friday Morning Sessions - FREE  
Friday Lunch and Afternoon Session - \$100  
Saturday Workshop - \$250

## QUESTIONS

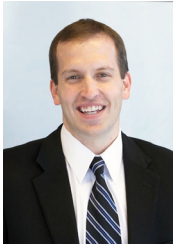
Contact Jeff Harbach  
[jeff@centraltexasangelnetwork.com](mailto:jeff@centraltexasangelnetwork.com)  
512.994.9753

## FEATURED EDUCATORS, MODERATORS AND PANELISTS

**Alex Allemann**, Winstead PC  
**Joshua Baer**, Capital Factory  
**Richard Bennett**, Durbin Bennett Peterson  
**Kirk Coburn**, SURGE Accelerator  
**Pat Condon**, Rackspace  
**Alan Michael Kane**, Phunware  
**Jim Lafferty**, North Texas Angel Network  
**John May**, New Vantage Group  
**Kip McClanahan**, Silverton Partners  
**Bob Metcalfe**, University of Texas at Austin  
**Jason Seats**, Techstars Cloud  
**Rick Timmins**, Central Texas Angel Network  
**Robert Wiltbank**, Willamette University

## FEATURED EDUCATORS

### ROBERT WILTBANK



Dr. Wiltbank is a Professor of Strategy and Entrepreneurship for the Atkinson Graduate School of Management at Willamette University. At Willamette University he leads an angel investing fund where they start a dozen companies each year. His research on angel investing performance is the first large empirical examination of the outcomes achieved by angel investors in the U.S. He manages the world's largest data set on angel investing returns, and is on the board of the Angel Resource Institute where he helps lead the HALO Report efforts.

He has published research in top tier academic journals covering topics from top management teams to non-predictive strategies, to formal venture capital practices among angel investors. He is co-author of the recently released book *The Catalyst*, based on his research as a Batten Institute Research Fellow with the Darden School at the University of Virginia, detailing how managers in existing companies successfully drive organic revenue growth. Additionally, he serves on the editorial board of the *Journal of Business Venturing*. He holds a Ph.D. in Strategic Management from the University of Washington, and a degree in Finance and Accounting from Oregon State University.

#### Accomplishments:

- CoAuthor of *The Catalyst*, a book about leading organic revenue growth.
- CoAuthor of *Effectual Entrepreneurship*, a widely entrepreneurship book
- Partner at Montlake Capital, growth stage venture capital fund HQ in Seattle.
- Co-founder of Revenue Capital Management, a royalty structured growth fund, HQ in Portland.

### JOHN MAY



John May is the managing partner of New Vantage Group, a McLean, VA firm that innovatively mobilizes private equity into early-stage companies and provides advisory services to funds, private investors and entrepreneurs. Mr. May's experience in private equity capital over the last 25 years ranges from venture capital fund management to angel investing in the USA and angel ecosystem development abroad.

Mr. May has been at the forefront of the angel investor movement. He is the founder of five investment groups, as well as the Investors' Circle, a national non-profit group of 125 family and institutional investors working to grow the social venture capital industry. He is chair-emeritus of the Angel Capital Association (formerly a program of the Ewing Marion Kauffman Foundation), and is a lead instructor for the "Power of Angel Investing" seminars, a program of the Angel Resource Institute. He is the co-author of two books: *Every Business Needs an Angel* (Crown Business: 2001) and *State of the Art: An Executive Briefing on Cutting-Edge Practices in American Angel Investing* (Darden Publishing: 2003).

Currently, Mr. May is actively involved with cross-border angel investing and developing angel investment ecosystems in emerging markets. In addition to speaking on angel investment topics in over 20 countries, he is managing partner of Seraphim, a UK-based global venture fund, and is working on USAID projects promoting the formation of angel groups in Indonesia and the Middle East. He also serves on the advisory board for Conservation International's "Verde Investments." Mr. May firmly believes that angel investing can trigger success in high-growth companies that spur job creation and Mr. May holds a BA from Earlham College, an MPA from the Maxwell School at Syracuse University and is a Batten Fellow at the University of Virginia's Darden School of Business.

# FRIDAY MORNING AGENDA

## FRIDAY MORNING - SESSION 1 Q2 2012 HALO REPORT

7:45 a.m. - 10:00 a.m.

**OPEN TO THE PUBLIC**

Please join Silicon Valley Bank (SVB), The Angel Resource Institute (ARI), and CB Insights for an angel & entrepreneur panel to review findings from the Q2 2012 Halo Report. This report is a collaborative effort to raise awareness of early stage investment activities by angel investment groups. The research series highlights angel activity and trends in North America and provides much sought after data.

### AGENDA:

7:45 - 8:30 a.m.	Registration
8:30 - 9:00 a.m.	Q2 Halo Report Data Presentation
9:00 - 9:30 a.m.	Angel & Entrepreneur Panel Discussion
9:30 - 10:00 a.m.	Q&A

### PANELISTS INCLUDE:

**Kirk Coburn**, Houston Angel Network and Managing Director, SURGE Accelerator

**Alan Michael Kane**, Chief Financial Officer, Phunware

**Jim Lafferty**, Chairman, North Texas Angel Network

**Jason Seats**, Managing Director, Techstars Cloud

**Rick Timmins**, Chairman, Central Texas Angel Network

\*Panel moderated by Silicon Valley Bank

## FRIDAY MORNING - SESSION 2 CTAN PORTFOLIO COMPANY DEMO DAY

10:15 a.m. - 12:00 p.m.

**OPEN TO THE PUBLIC**

The Central Texas Angel Network, one of the Top 5 most active angel networks in the country, invested \$5.8M in startups in 2011 and has already invested \$3.5M in startups in 2012. Come see some of these exciting companies! Companies will have 10 minutes to present followed by 10 minutes of Q&A.

### AGENDA:

10:15 - 10:35 a.m.	Hyper Wear
10:35 - 10:55 a.m.	Enlyton
10:55 - 11:15 a.m.	VolunteerSpot
11:15 - 11:35 a.m.	Xeris Pharmaceuticals
11:35 - 11:55 a.m.	Phunware

# FRIDAY AFTERNOON AGENDA

## FRIDAY AFTERNOON - SESSION 3 LUNCH AND ADVANCED ANGEL TRAINING

12:00 p.m. - 4:00 p.m.

COST = \$100

This session is tailored to the angel investor that has been investing for multiple years, but will still be extremely valuable for new angel investors. First you'll hear from nationally acclaimed angel researcher and educator, Dr. Robert Wiltbank. Following Dr. Wiltbank's presentation you will hear the perspectives of 4 experienced angel investors, followed by a Q&A session.

### EDUCATOR:

Dr. Robert Wiltbank

### COURSE TOPICS INCLUDE:

- i Entrepreneurial expertise
- i Angel Investing Strategy: Returns, valuation, and capital efficiency
- i Doing diligence to connect the dots.

### AGENDA:

12:00 - 1:00 p.m.	Lunch begins at 12pm
12:30 p.m.	Mr. Wiltbank will begin his presentation during lunch at 12:30pm
2:45 - 3:00 p.m.	Break
3:00 - 4:00 p.m.	Experienced Angel Investor Panel w/ Q&A Session

### PANELISTS INCLUDE:

**Joshua Baer**, Managing Director, Capital Factory

**Pat Condon**, Founder, Rackspace

**Bril Flint**, Board Member, Central Texas Angel Network

**John Paulos**, Board Member, Central Texas Angel Network

# SATURDAY AGENDA

## POWER OF ANGEL INVESTING WORKSHOP

7:30 a.m. - 5:00 p.m.

**COST = \$250**

The Power of Angel Investing Workshop is regarded nationwide as the "How To" course for angel investing. Whether you are just thinking about becoming an angel investor, you have a large portfolio of angel investments, or anywhere in between, this session is for you.

### EDUCATOR:

**John May**

### COURSE TOPICS INCLUDE:

- Is Angel Investing Right for You?
- Angel Investment Portfolio Strategy
- Conducting Due Diligence before Investing
- Structuring the Deal
- Valuation of Early Stage Companies

### AGENDA:

7:30 - 8:00 a.m.	Registration and breakfast
8:00 - 8:25 a.m.	Welcome and Opening Remarks
8:25 - 10:00 a.m.	Module 1 - Is Angel Investing Right for You?
10:00 - 10:15 a.m.	Break
10:15 - 11:10 a.m.	Module 2 - Discussion of Due Diligence
11:10 - 12:00 p.m.	Module 3 - Structuring the Deal
12:00 - 1:00 p.m.	Lunch
1:00 - 1:30 p.m.	Module 4 - Valuation Methodologies
1:30 - 2:50 p.m.	Module 4 - Break-out Group Case Discussions
2:50 - 3:30 p.m.	Module 4 - Presentations of Case Studies and Valuation
3:30 - 3:45 p.m.	Break
3:45 - 4:45 p.m.	Module 5 - The Post Investment Relationship
4:45 - 5:00 p.m.	Closing comments
5:00 - 6:00 p.m.	Cocktail Reception with Speakers and Participants

### FEATURED PANEL MODERATOR:

**Bob Metcalfe**

Professor of Innovation at the University of Texas at Austin  
Ethernet inventor, 3Com founder, Polaris partner

## SPONSORS

We'd like to say a big thank you to the sponsors of the Power of Angel Investing Workshop:



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## Silicon Valley Bank >

With \$20 billion in assets and more than 1,500 employees, SVB Financial Group provides commercial, international and private banking through 34 locations worldwide. Forbes Magazine ranks SVB among America's Best Banks and Fortune considers SVB one of the best places to work.

As a technology or life science entrepreneur, your success starts with a brilliant idea - but it's your network that makes the idea take off. Silicon Valley Bank helps accelerate startups' success with knowledge and connections that help your business soar.

For almost 30 years, Silicon Valley Bank has been helping technology, life science and cleantech entrepreneurs grow into successful, sustainable companies. Innovation entrepreneurship is in our DNA. More than any other bank, we understand the challenges you face and provide the support you need to grow your business from an idea to wherever your vision takes you.

## DURBIN BENNETT PETERSON

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