2018 ACA Leadership Workshop

Irvine, CA
November 6-8

Join the Angel Capital Association in Irvine for a truly unique event for ACA members and leaders of angel organizations. The Leadership Workshop provides a deeper dive into advanced topics for angel investors and networking opportunities to build connections with angels from across North America. This is the time to ask the questions you really need help with – and/or share your insights with colleagues!

Share your voice! The 2018 Leadership Workshop will have a special focus on the inside look into ACA’s strategies where we seek your feedback to help shape the future of ACA and maximize your value of membership.

- **Seasoned Angels** - ACA’s most active and experienced angels have sessions just for them, with a focus on group discussions to share insights.
- **Group Leaders and Platforms** - This is a chance to connect with like-minded angels in a really significant way. Many are the big-thinkers who are definition the future of angel investing. And as ACA Chair-Emeritus Christopher Mirabile notes, it is also the best and only place for angel group leaders to talk about the crazy business of running an angel group.

**INTERESTING PLENARY TOPICS, IN-DEPTH SESSIONS AND KEYNOTE SPEAKERS**

The workshop includes a combination of plenary sessions and two breakout tracks. Hear keynotes and plenaries highlighting the unique startup ecosystem and attend the ever popular “unconference” where the audience decides the issues we discuss. The agenda includes:

**Seasoned Angels Track**
- Angel portfolio strategy from construction to advanced concepts
- The best ways to make follow-on decisions
- From marriages to irreconcilable differences - how to deal with inter-founder relationships
- Should angels be able to force exits? Revising zombies, redemption rights and dividends in 2018

**Group and Platform Leader Track**
- How to tighten and speed up your group’s deal decisions - and improve your reputation and deal flow
- Knowing when to exit - how perfect can become the enemy of good enough
- Importance of collecting data—and how to get companies to treat you like a major investor
- Modernize and invigorate your member recruitment in the new angel landscape

**Keynote Speakers:**

- **Michl Binderbauer**
  CEO of TAE Technologies
  **How a $1000 personal check became a $3B Unicorn**
  The story of TAE Technologies

- **Harry Hamlin**
  Actor and Investor

- **Deborah Magid**
  Director of Software Strategies, IBM
  **Demystifying the Road to Acquisition**
PRE-EVENT SEMINARS

Know someone who is considering angel investing? Invite them to one of ACA’s seminars in Irvine on Tuesday, November 6, from 1:30 pm – 5:00 pm, to learn more about angel investing. Attendees to either program receive workbooks and new books as part of registration.

Fundamentals of Angel Investing
Seasoned angel pros lead the half-day session introducing the fundamentals of angel investing to accredited investors. It will cover angel investing as an asset class, with a focus on anticipated returns, portfolio strategy, valuation of early-stage companies, conducting due diligence, understanding term sheets and angel involvement in portfolio companies after the investment.

Term Sheet Basics
This half-day introductory course designed for new angels will provide practical information on early-stage term sheets and focuses on helping newer angel investors understand deal terms. The interactive seminar covers a practical framework for important term sheet components, what different terms mean, and key terms to address investors’ concerns.

REGISTRATION AND LOGISTICS

SCHEDULE:
- Tuesday, November 6 - Pre Event Seminars - 1:30 pm-5:00 pm and Optional Evening Networking Event - 5:00 pm-7:00 pm
- Leadership Workshop begins Wednesday, November 7 (8:30 am) through Thursday, November 8 (1:30 pm).

REGISTRATION:  https://events.angelcapitalassociation.org/2018LW/

MEETING VENUE:  UCI Applied Innovation - The Cove, 5141 California Ave, Suite 200, Irvine, CA 92697

HOTEL:  Wyndham Irvine-Orange County Airport - $149 per night (expires October 15, 2018)