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ANGEL CAPITAL ASSOCIATION

2017 Leadership Workshop

November 13-14, 2017

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Houston

Texas Medical Center Accelerator (TMCx)



ANGEL CAPITAL ASSOCIATION
2017 ACA Leadership Workshop
Agenda

Monday, November 13	8:00 – 8:30	Registration	
	8:30 – 11:30	Optional Pre-Program – Angel 101	
	11:30 – Noon	Registration	
	Noon – 1:30	Luncheon and Keynote(s) Welcome to Houston and TMCx – <i>Erik Halvorsen, TMCx</i> Houston’s Innovation Community - <i>Amanda Edwards, Houston City Council</i> New Innovation Ecosystem Leader: Houston Exponential– <i>Dick Williams, Houston Exponential; Gina Luna, Luna Strategies; John “JR” Reale, Station Houston; and Guillermo Borda, Mercury Fund</i>	
	1:30 – 1:45	Break	
		TRACK: SEASONED ANGELS	TRACK: LEADERS OF ANGEL GROUPS & PLATFORMS
	1:45 – 2:45	Learning from our Failures – Based on Real Data	What’s Keeping Group Managers Up at Night? Leaders Swap Perspectives
	2:45 – 3:00	Break	
	3:00 – 4:00	Mental Models: The Secret to Effective Due Diligence	How One Group Improved Its Funding Cycle with a National Survey and More
	4:00 – 4:15	Break	
	4:15 – 5:15	Plenary/ Keynote - The Thriving Medical Ecosystem in Houston JLABs – <i>Dr. Billy Cohn</i> ACA’s New Strategic Initiatives: New Services for Members – <i>Tony Shipley, ACA Vice Chair</i>	
5:15 – 7:00	Networking Reception		
7:00 on	Informal Dinners (on your own) Invite your colleagues to join you for dinner at one of several restaurants in the area.		
Tuesday, November 14	7:30	Registration and Sponsor Exhibits	
	8:00 – 9:15	Breakfast and Plenary/Keynote How to Pull Together a Regional Umbrella Angel Network - <i>Jamie Rhodes, Jorge Varela, Laurie Simmons, and Ryan Reber – all members of Alliance of Texas Angel Networks</i> ACA Activities: The American Angel Report and Capitol Hill Update - <i>Elaine Bolle, RTP Capital Partners; Chris McCannell, Eris Group</i>	
	9:15 – 9:30	Break	
		TRACK: SEASONED ANGELS	TRACK: LEADERS OF ANGEL GROUPS & PLATFORMS
	9:30 – 10:15	An M&A Expert Provides Tips for Angels on Prepping Companies for Exits	How to Build an Efficient and Effective Angel Portfolio
	10:15 – 10:30	Break	
	10:30 – 11:15	Structuring Investments for Outcomes	Building Relationships with Family Offices and VCs for Follow-on Funding & Exits
	11:15 – 11:30	Break	
	11:30 – 12:15	To Follow-on or Not – Your Decision Template	The Latest in Structuring Sidecar Funds
	12:15 – 2:00	Luncheon and Plenary/ Keynote – Houston’s Space Community and Innovations- <i>Vanessa Wyche, Johnson Space Center at NASA</i>	
	2:00 – 3:00	Plenary/ Unconference - <i>Bill Payne, Frontier Angels</i>	
3:00	Thanks, Next Steps and Adjournment		
3:15-4:30	Optional Impact Investing Program by Station Houston and Houston Angel Network		

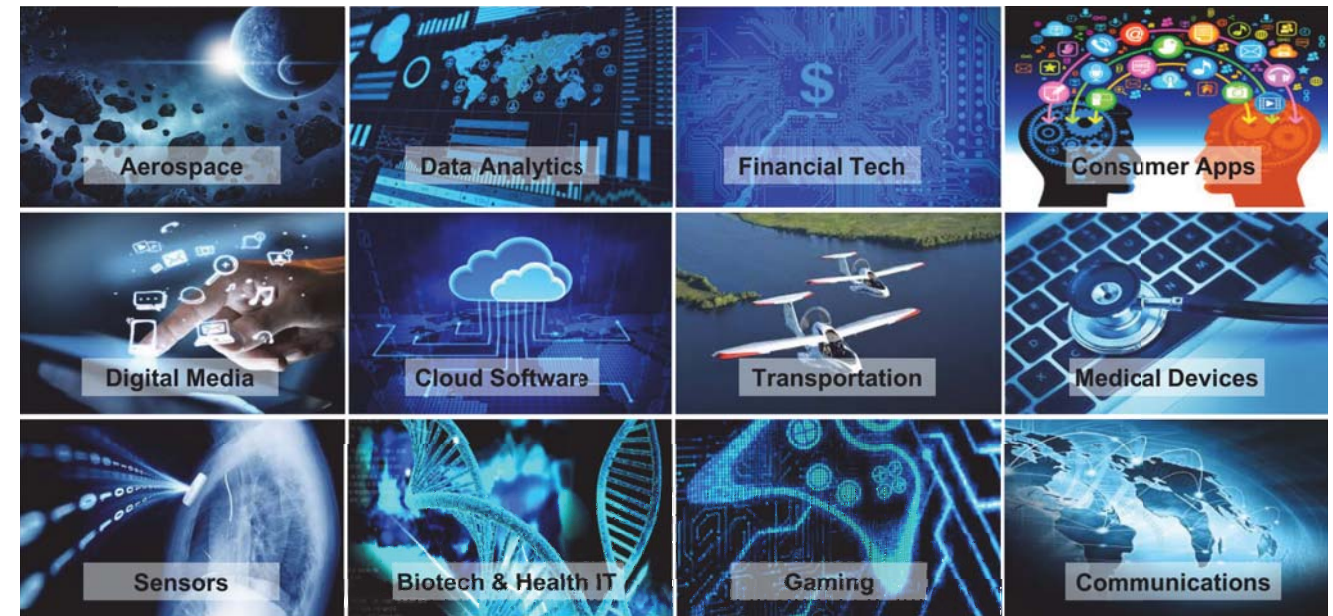
Color Code:

Plenary (Main Room)	Track: Seasoned Angels (Main Room)	Track: Leaders of Angel Groups & Platforms (Classroom X04)	Additional Events (Varies)	Breaks/ Networking Sponsor Exhibits
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Tuff Yen, CEO
 1.415.568.7545

Randall Foster, General Partner
 1.678.471.7880

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2017 Leadership Workshop Registrants

(as of November 8, 2017)

Dan	Parsley	AngelMD	Houston	TX
John	Paulos	Central Texas Angel Network	Austin	TX
Bill	Payne	Frontier Angels	Henderson	NV
Bill	Petty	Baylor Angel Network	Waco	TX
Benjamin	Pidgeon	VisionTech Partners	Indianapolis	IN
Carlee	Price	Central Texas Angel Network	Seattle	WA
Paul	Pryzant	Houston Angel Network	Houston	TX
Clay	Rankin	North Coast Angel Fund	Mayfield Heights	OH
Vina	Rathbone	Boise Angel Alliance	Boise	ID
John "JR"	Reale	Station Houston	Houston	TX
Ryan	Reber	Lubbock Angel Network	Lubbock	TX
David	Reid	Baylor Angel Network	Waco	TX
Jamie	Rhodes	Alliance of Texas Angel Networks	Bee Cave	TX
Mark	Roberts	Boise Angel Alliance	Boise	ID
Jimmy	Roussel	NO/LA Angels	New Orleans	LA
Hanley	Sayers, III	Goldman Sachs	Houston	TX
Daryl	Schloz	NO/LA Angel Network	LaPlace	LA
Thomas	Schmidt	Mainstar Trust	Lenexa	KS
Patrick	Schneidau	IrishAngels	Houston	TX
David	Seeburger	Greenview Capital Group	Houston	TX
Tony	Shiple	Queen City Angels	Cincinnati	OH
Laurie	Simmons	Rio Grande Valley Angel Network	Weslaco	TX
David	Smith	Rio GrandValley Angel Network	McAllen	TX
Linda	Smith	Sierra Angels	Incline Village	NV
Paul	Smith	Sierra Angels	Incline Village	NV
Chris	Staffel	Portfolia	Houston	TX
Mark	Thorsen	Central Texas Angel Network	Austin	TX
Rick	Timmins	Central Texas Angel Network	Austin	TX
Matt	Todd	Polsinelli	Houston	TX
Adrian	Troemel	Houston Angel Network	Houston	TX
Rob	Tucci	Houston Angel Network/ TX Halo Fund	Houston	TX
Jorge	Varela	Texas Research & Technology Foundation	Fort Worth	TX
David	Verrill	Hub Angels	Carlisle	MA
Dick	Williams	Houston Exponential	Houston	TX
Richard Y.	Xu	Individual Angel	Newport Beach	CA
Tuff	Yen	Seraph Group	Atlanta	GA
Gabriel	Zamora	Houston Angel Network	Houston	TX



ANGEL CAPITAL ASSOCIATION

2017 Leadership Workshop Texas Medical Center Accelerator (TMCx) 2450 Holcombe Blvd, Houston, TX

AGENDA

Monday, November 13

7:30 Registration

12:00 Luncheon and Keynotes

Join your colleagues for a great lunch and get a window into Houston's innovation ecosystem, including their new "Houston Exponential" (HX). The public and private sectors have partnered on some large initiatives to take the area to new heights. We know Houston has many tools just from hearing about how startups helped the city recover from Hurricane Harvey, not all that long ago.

Welcome to Houston and TMCx

Erik Halvorsen, Texas Medical Center Innovation Institute (TMCx)

Houston's Innovation Community/ Lessons from Hurricane Harvey

Amanda Edwards, Houston City Council

New Innovation Ecosystem Leader: Houston Exponential

Dick Williams (Houston Exponential), Gina Luna (Luna Strategies), John "JR" Reale (Station Houston), and Guillermo Borda (Mercury Fund)

1:45 Concurrent Sessions

Learning from Our Failures – From Real Data

John Lynn, John Paulos, Rick Timmins and Rosa McCormick of the Central Texas Angel Network

As a key strategic goal, Central Texas Angel Network completed a post-mortem study of failed portfolio companies. The study surveyed lead investors in 34 out-of-business companies to discover the most common reasons for failure. The goal: identify key learnings to improve the likelihood of success for future investments. Four of CTAN's most seasoned investors share study results and their experiences and analysis from investing in some of these companies in this interactive, high-energy session.

What's Keeping Group Managers Up at Night? Leaders Swap Perspectives

Christopher Mirabile, Launchpad Venture Group

You have one of the most unique jobs in the world – leading angel funds and networks. This is the time and place to ask your peers how they are solving the same issues you are – or at least commiserating. The attendees pick the topics to discuss in a lively session for all involved. A special presentation on angel group leader compensation and new statistics on angel groups will start the session.

2:45 Break

3:00 Concurrent Sessions

Mental Models: The Secret to Effective Due Diligence

Mark Thorsen, Central Texas Angel Network

Beverly Byers, CliftonLarsonAllen

Sonia Mathur, Houston Angel Network

Matt Todd, Polsinelli



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You already know how important due diligence is to your investing process because you've been involved on DD teams many times. But how do seasoned angels use to speed up the DD process, while getting the information they need? The answer: mental models. A term made famous by Warren Buffet's business partner, Charlie Munger, mental models give us the ability to quickly identify patterns that allow us to make better decisions. In this session, you'll learn about the most common mental models used by accountants, attorneys, and two of the most active angel groups in the country.

How One Group Improved Its Funding Cycle with a National Survey and More
Claire England, Central Texas Angel Network

One of the most active angel groups faced a conundrum: while deal flow had almost tripled in the previous two years, the existing narrow funding process led to more side deals, and both members and entrepreneurs expressed dissatisfaction. So, Central Texas Angel Network benchmarked more than a dozen peer groups nationwide. It then went through a rigorous restructuring of its funding cycle. Hear what CTAN learned, and share your angel group's experiences with funding processes.

4:00 Networking Break

4:15 Keynote Speaker and Update on ACA

The Thriving Medical Ecosystem in Houston - JLABS and TMC

Dr. William E. (Billy) Cohn, Johnson & Johnson Medical Devices Companies, JLABS

Dr. William E. "Billy" Cohn is the Vice President for Johnson & Johnson Medical Devices Companies and the Director of the new Center for Device Innovation at the Texas Medical Center. A heart surgeon, Dr. Cohn has a passion for medical device development and has more than 90 US patents granted or pending for his medical innovations that have provided the core technology for six venture-backed medical startups.

ACA's New Strategic Initiatives: New Services for Members

Tony Shipley, ACA Vice Chair

ACA is working on a strategic plan that will deliver more value and benefits for ACA members. Hear from the leader of the initiative on the new activities aimed at enhancing the outcomes of your own investing.

5:15 Networking Reception – Leaders of the Houston and Texas innovation ecosystem will join us

7:00 Networking Dinners

RSVP at the registration desk for a remaining spot at one of several planned networking events this evening. Several are planned around discussion topics such as Sidecar Funds, Growing Women's Capital, Life Sciences, and Cleantech. We also have information on local restaurants to help you make plans with colleagues.

Tuesday, November 14

7:15 Optional Angel Group Managers and Operators Breakfast

Jump start your morning over coffee with colleagues who are also leading groups of angels. Please grab your breakfast and join us in a special discussion.

8:00 Breakfast and Plenary / Keynote

How to Pull Together a Regional Umbrella Angel Network

Jamie Rhodes, Jorge Varela, Laurie Simmons, and Ryan Reber, all of the Alliance of Texas Angel Networks

The Alliance of Texas Angel Networks (ATAN) was created several years ago to foster collaboration and opportunities in large metros and rural areas of the state. Please join this discussion and learn more about how this could be done in your area. We will hear how it started, how it has grown and how many smaller Texas towns are able to take advantage of the entrepreneurship thriving throughout the state.

ACA Activities: The American Angel Report and Capitol Hill Update

Elaine Bolle, RTP Capital Partners

Chris McCannell, Eris Group

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2017 Leadership Workshop Registrants

(as of November 8, 2017)

Robert	Heard	WBTangels, LLC	Oklahoma City	OK
Sam	Henry	Mira Vista Investments LLC	Austin	TX
Estela	Hernandez	Arrowhead Innovation Fund	Las Cruces	NM
Phil	Hirsch	Tech Coast Angels	Newport Beach	CA
Chau	Hoang	South Coast Angel Network	Corpus Christi	TX
Lucy	Howell	Angel Capital Association	Tucson	AZ
Marianne	Hudson	Angel Capital Association	Overland Park	KS
John	Huston	Ohio TechAngel Funds	Westerville	OH
Angela	Jackson	Portland Seed Fund	Portland	OR
Lars	Johansson	E8	Kirkland	WA
Susi	Kimball	Tamiami Angel Funds	Naples	FL
Josh	Klooz	Houston Angel Network	Houston	TX
Konstantin	Kostov	Life Science Angels	Chicago	IL
Ken	Kousky	BlueWater Angels Investment Network	Saginaw	MI
Heather	Krejci	Angel Capital Association	Leawood	KS
Ryan	Kutter	Gust Inc.	New York	NY
Andrew	Kuzneski	Life Science Angels	Indiana	PA
Jay	Labhart	Aggie Angel Network	Katy	TX
Pat	LaPointe	Frontier Angel Fund	Bozeman	MT
John	Leader	AngelIMD	Houston	TX
Kevin	Learned	Boise Angel Alliance	Boise	ID
Mike	Lefkowitz	Gaingels	New York	NY
John	Lilly	Gopher Angels	Sarasota	FL
Mary	Long-Irwin	Northern Ontario Angels	Thunder Bay	ON
Joseph	Lovett	NO/LA Angel Network	Baton Rouge	LA
Howard	Lubert	Keiretsu Forum Mid-Atlantic	Wayne	PA
Gina	Luna	Luna Strategies	Houston	TX
Christy	Luquire	Houston Angel Network	Houston	TX
John	Lynn	Central Texas Angel Network	Austin	TX
Darren	MacDonald	Southern Tier Capital Fund of NY	Vestal	NY
Parker	MacDonell	Ohio TechAngel Funds	Columbus	OH
Marc	Manley	Willamette Angels	Albany	OR
Kala	Marathi	Cougar Venture Fund	Houston	TX
John F.	Martin	Rio Grande Valley Angel Network	McAllen	TX
Sonia	Mathur	Houston Angel Network and Golden Seeds	Cypress	TX
John	May	New Dominion Angels	The Villages	FL
Chris	McCannell	Eris Group	Washington	DC
Rosa	McCormick	Central Texas Angel Network	Austin	TX
Chuck	McCoy	North Texas Angel Network	Dallas	TX
Ronald "Ron"	McGinley	Angels of Southwest Louisiana	Lake Charles	LA
Luc	Messier	Houston Angel Network	Houston	TX
Joe	Milam	AngelSpan	Austin	TX
Morris	Mintz	NO/LA Angel Network	Monroe	LA
Christopher	Mirabile	Launchpad Venture Group	Newton	MA
Roberto	Moctezuma	Venture Launchpad	Houston	TX
Bill	Mohl	Tyler Texas Angel Network	Bullard	TX
William	Morgan	CTAN/BAN	Lakeway	TX
Kevin	Morningstar	Rockies Venture Club	Centennial	CO
Jon	Nordby	Greater Houston Partnership	Houston	TX
Wendy	Nunnelley	Houston Angel Network	Houston	TX
Kevin	Osborn		Spring	TX
Ebetuel (Beto)	Pallares	Camino Financial	El Paso	TX

ACA, working with researchers at Wharton and Harvard Business School, is releasing "The American Angel" at the Leadership Workshop. Get the lowdown on the demographic makeup of US angels, their path to becoming angels, and different types of investment activity. After that quick briefing, hear about ACA's work with Eris Group to represent angels in Washington, DC. It's a busy time!

9:15 Break

9:30 Concurrent Sessions

An M&A Expert Provides Tips for Angels on Prepping Companies for Exits

Ross Finlay, First Angel Network

Jeff Brown, Corum Group

Preparing your portfolio company for exit is a team effort. Teams work together in a variety of ways to find success: some are like basketball teams where success comes from well-organized collaboration, others are like relay teams where success comes from individual effort and quality handoffs. Preparing for exit and getting a good deal done requires skillful execution and a team effort. Mistakes are paid for with our own money. This workshop will look at what we angel investors can do to support the M&A process and a great M&A outcome; how we execute our roles in support of the other team members and provide the best individual effort. Angels can be Board members, employees, mentors and/or influencers and we will discuss how we best fulfill those roles to improve valuation and lower execution risk for exits.

How to Build an Efficient and Effective Angel Portfolio

Tuff Yen, Seraph Group

Randall Foster, Seraph Group

The most successful angels in the world have strong portfolios and great strategies to grow the performance of their portfolios. Hear about Seraph Group's 12-year experience operating 7 angel funds, with 80-plus investments and the lessons two leading angels have learned in building and managing efficient and effective portfolios. You will leave with great ideas and methods for building your own individual or angel group portfolio. Topics include deal sourcing, due diligence, deal structuring, co-investing, portfolio management, follow-on rounds, exits, write-offs, and investor communications.

10:15 Break

10:30 Concurrent Sessions

Structuring Investments for Outcomes

Andrew Clark, Houston Angel Network

Gene Betts, Central Texas Angel Network

Too often, we just fall into the Delaware C-corporation structure because that is what Venture Capitalists require to invest in follow-on rounds. Angels are unique because not only can we act like VCs, but as individual investors we have a wider range of options to generate returns. We will discuss strategic considerations that then lead to structuring decisions. Hear how a well-thought-out investment strategy and proper structuring decisions can lead to outcomes 140% greater than other corporate structures.

Building Relationships with Family Offices and VCs for Follow-on Funding & Exits

Joe Milam, AngelSpan

Hanley Sayers, III, Goldman Sachs

David Verrill, Hub Angels Investment

There is a growing interest from "ultra" high net worth investors – often described as family offices – in direct investing. This panel will clarify what a family office (or multi-family office) is, what their unique interests in investing, their similarities to VCs – and their differences. We will discuss how to find them, and who the 'typical players' are in the decision-making process. The panel will discuss some overlooked tax laws that help open doors with family offices, and could help accelerate VC investments in your deals. We will clarify what is real 'Impact' for family offices, and why 'risk management' is more important than "the next unicorn."

11:15 Break

11:30 Concurrent Sessions

To Follow-on or Not – Your Decision Template

John Huston, Ohio TechAngel Funds

Since we have more data points when we are asked to make follow-on investments, surely we should make wiser decisions, but do we? If not, how can we? Participants will participate in a discussion of smart follow-on vetting practices and leave with some vetting templates for making wiser follow-on investment decisions.

The Latest in Structuring Sidecar Funds

Paul Pryzant, Houston Angel Network

Marcia Dawood, BlueTree Allied Angels/ The BlueTree Enova Fund

Brian Fenske, Norton Rose Fulbright

Christy Luquire, Texas Halo Fund

Structuring and operating a small Angel Sidecar Fund involves numerous challenges - keeping the expenses low, providing sufficient incentives for the “volunteer” managers, and most importantly, finding and making good investments, and providing a return to investors. Come hear how two angel funds have dealt with these challenges in structuring their latest funds.

12:15 Luncheon and Keynote

Houston’s Space Community and Innovations

Vanessa Wyche, Johnson Space Center at NASA

NASA and Johnson Space Center are important components of Houston’s innovation ecosystem, and make the city unique. Vanessa Wyche has an amazing story of connection to NASA and growth in leadership at the Johnson Space Center. She is one of the “hidden figures” behind the Center.

2:00 Unconference

Bill Payne, Frontier Angels and Sarah Dickey, Angel Capital Association

As angel investing undergoes constant change, it is important to check in on the issues that are most important to you as we approach the end of 2017. The moderators will conduct a brief survey, solicit your priorities, and lead a discussion on addressing these issues.

3:00 Thanks, Next Steps and Adjournment

3:15-4:30 Optional Impact Investing Program by Station Houston and Houston Angel Network

Juliana Garaizar, Houston Angel Network

Joe Milam, AngelSpan

Roberto Moctezuma, Good Works Houston, Fractal River

Chris Knapp, Collaboration Capital

Philip Yates, Houston Urban League

Impact investing is rising, with more than \$60 billion in assets under management and the potential to grow quickly into the trillions. At the same time, income inequality is increasing in the United States and, as a recent Pew Research Center poll attests, there remain striking differences in Americans’ perception of economic opportunity depending on one’s race or ethnicity. Could impact investing help reverse these disparities and perceptions by making entrepreneurship more accessible to diverse populations?

There is great potential for impact investing to stimulate local and global economies. But for that to happen, investors need to overcome entrenched barriers and practices that often result in decreased social equity. Key topics include: definition of impact investing; the entrepreneur’s perspective: social entrepreneurship; the investor’s perspective; impact investment funds; impact investing and foundations, venture philanthropy; and impact measurement or ROI.

2017 Leadership Workshop Registrants

(as of November 8, 2017)

First Name	Last Name	Organization	City	State
Peter	Adams	Rockies Venture Club	Denver	CO
Russell	Adams	Rio Grande Valley Angel Network	Brownsville	TX
Carlos	Antequera	Pipeline Entrepreneur Ventures	Shawnee	KS
Richard	Babb	NO/LA Angel Network	Baton Rouge	LA
Faz	Bashi	Life Science Angels	San Francisco	CA
Molly	Berger	P2B Investor	Denver	CO
Eric	Berman	E8	Woodinville	WA
Gene	Betts	Central Texas Angel Network	Houston	TX
Elaine	Bolle	RTP Capital Associates	Chapel Hill	NC
Dave	Bonem	Houston Angel Network	Houston	TX
Guillermo	Borda	Mercury Fund	Houston	TX
Gale	Bowman	IrishAngels	Chicago	IL
Bob	Bridge	Southwest Angel Network	Dripping Springs	TX
Jeff	Brown	Corum Group	Houston	TX
Chris	Burney	San Antonio Angel Network	San Antonio	TX
Beverly	Byers	CliftonLarsonAllen	Dallas	TX
Stephanie	Campbell	Houston Angel Network	Houston	TX
Timothy	Cartwright	Tamiami Angel Funds	Naples	FL
Andrew	Clark	Houston Angel Network	Houston	TX
Stephen	Clossick	Triangle Angel Partners	Chapel Hill	NC
Kirk	Coburn	Houston Angel Network	Houston	TX
Dr. William E. (Billy)	Cohn	Houston JLABs	Houston	TX
Jodi	Collier	Launchpad Venture Group	Cambridge	MA
Cathy	Connett	Sofia Angel Fund II	Saint Paul	MN
Jim	Connor	Sand Hill Angels	Los Altos	CA
Trish	Costello	Portfolia	Woodside	CA
Marcia	Dawood	BlueTree Capital/Next Wave/Golden Seeds	Dallas	TX
Sarah	Dickey	Angel Capital Association	Leawood	KS
Kaitlyn	Doyle	IrishAngels	Chicago	IL
Mike	Eckert	NO/LA Angel Network	New Orleans	LA
Amanda	Edwards	Houston City Council	Houston	TX
Meg	Enderby	Keiretsu Forum Northwest	Seattle	WA
Claire	England	Central Texas Angel Network	Austin	TX
David	Evans	North Texas Angel Network	Allen	TX
Brian	Fenske	Norton Rose Fulbright	Houston	TX
Jose Ivan	Ferrara	Houston Angel Network	Houston	TX
John	Filla	Terrapin Stone LLC	Houston	TX
Ross	Finlay	First Angel Network	Halifax	NS
Stephen	Flaim	Tech Coast Angels	San Diego	CA
David	Fonseca	Alliance of Texas Angel Networks	San Antonio	TX
Randall	Foster	Seraph Group	Smyrna	GA
Will	Fowler	Boise Angel Alliance	Boise	ID
Mark	Friedman	RTP Capital Associates	Raleigh	NC
Juliana	Garaizar	Houston Angel Network	Houston	TX
David	Girault	Rio Grande Valley Angel Network	McAllen	TX
Carolyn	Goltra	Rockies Venture Club	Denver	CO
Jennifer	Gotto	Boise Angel Alliance	Boise	ID
James	Goulka	Arizona Tech Investors	Mesa	AZ
Mark	Graffagnini	NO/LA Angel Network, Inc.	New Orleans	LA
Erik	Halvorsen	TMCx	Houston	TX
Suho	Han	Central Texas Angel Network	Austin	TX

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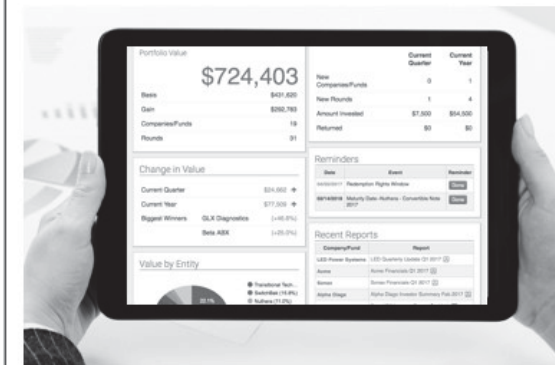
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2017 Leadership Workshop Contents of Flash Drive Library for Attendees

- Attendee List
- Leadership Workshop Agenda
- Flash Drive Contents

Angel Knowledge and Skills

- Angel 201 – 4 Critical Skills Every Angel Investor Should Master (Seraf Investor)
- Angel Investing 101 – How to Build an Angel Investor Portfolio (Seraf Investor)
- Angel Investing by the Numbers – Valuation Capitalization and Startup Economics (Seraf Investor)
- Angel Investing Returns – A Guide to Exits for Angel Investors (Seraf Investor)
- Convertible Note Glossary of Terms (John Huston)
- Convertible Notes – Advantages and Disadvantages (John Huston)
- Due Diligence Checklist Toolkit (Seraf Investor)
- Early Stage Investment Portfolio Modeling Spreadsheet (Seraf Investor)
- Spadework – How Early Stage Board Directors Add Value (Seraf Investor)
- Stones Unturned – An Investor’s Guide to Due Diligence in Early Stage Companies (Seraf)
- The Board Ultimatum – Protect and Preserve Trade Secrets (Baker McKenzie)

Follow-on Decision Toolkit (John Huston)

- 17 Initial Investment Decision Biases
- 20 Causes of Failures – Scorecard
- 29 Follow-on Investment Biases
- Top 20 Reasons Startups Fail

Information About Sponsors

- About CliftonLarsonAllen
- AngelMD – Catalyst Fund Opportunity Brief
- Greater Houston Partnership – New Houston Exponential
- Gust Launch Guide to Startup Incorporation
- Houston Launched its First VC Fund of Funds (Houston Exponential)
- Loon Creek Capital Group Info Flyer
- Mainstar Trust – 4 Easy Steps to Open Your Self-Directed IRA
- Mainstar Trust – Private Placement Investments in IRAs
- P2BInvestor Customer Brochure
- Polsinelli Firm Facts
- Polsinelli Legal Industry Recognition
- Playlabs, a playful tech accelerator for MIT students and alumni, launch (Seraph Partners)
- Seraph Partners VIII Executive Summary
- Seraph Partners VIII LP Presentation
- Seraph Team and Venture Partner Bios

Member Tools from ACA

- ACA Education Topic Inventory
- ACA Grassroots Toolkit 2017 (How to Meet with Your Member of Congress)
- ACA Tax Reform Ideas – Importance of New Firm Formation
- Results of 2017 ACA Compensation Survey
- The American Angel – Deck YOU Can Use
- The American Angel Report (Draft Early Version)

Onboarding New Angels to Your Group (John Huston)

- 18 Questions for Evaluating an Angel Group
- Exit Goal Congruence Between Angels and VCs
- Frequently Asked Angel Questions (FAQs)
- Impact Investing 10 Lessons
- Outcomes Map (Convertible Note Example)
- Right Sizing the First Angel Round
- The VC Turndown Translation Guide

Research and Resources on Entrepreneurship and Ecosystems

- An Entrepreneur’s Guide to Finding, Closing and Engaging Angel Investors (P2Bi)
- Entrepreneurial Ecosystem Momentum and Maturity (Kauffman Foundation)
- Houston Economic Highlights (Greater Houston Partnership)
- Houston Innovation Technology Task Force Report (Greater Houston Partnership)
- Innovation in Houston Strategic Plan (Greater Houston Partnership)
- Kauffman Index Growth Entrepreneurship 2017 – Metro Areas
- Kauffman Index Growth Entrepreneurship 2017 – National
- Kauffman Index Growth Entrepreneurship 2017 - States

Structuring Investments for Outcomes

- Investment Return Illustrated – LLC vs C Corp (CTAN)
- LLC, C Corp or S Corp (CTAN)
- Reasons to Carefully Consider LLC Instead of C Corp (CTAN)
- Section 1202 Benefits and Pitfalls (Godfrey Kaun and Golden Angels Investors)
- The Smart Tax Question – Invest in LLC or C Corp Startups? (CTAN)

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