



hpa
HYDEPARK
ANGELS

—
1871

2017 Entrepreneurial Education Series

A Comprehensive Guide to Early-Stage Investment



Hyde Park Angels is transforming early-stage investing by taking a people-first approach. The organization is the largest and most active angel group in the Midwest. With a membership of over 100 successful entrepreneurs, executives, and venture capitalists, the group provides critical strategic expertise to entrepreneurs and the entrepreneurial community. Nearly 40% of our members have founded a company, 88% are CEOs, top executives or corporate board members, and 100% invest in startups. By leveraging the members' deep and broad knowledge of multiple industries and financial capital, Hyde Park Angels has driven multiple exits and invested millions of dollars in over 40 portfolio companies that have created over hundreds of jobs in the Midwest since 2006.



The flagship project of the Chicagoland Entrepreneurial Center, 1871 is the home of more than 325 early-stage, high-growth digital startups. The 75,000 square foot facility in The Merchandise Mart is the headquarters of Techstars Chicago and Impact Engine, half a dozen industry-specific incubators, several emerging tech talent schools, and the Illinois Science and Technology Coalition. It is also home to offices for numerous Chicago-based VCs, Northwestern University, University of Illinois, University of Chicago, Illinois Institute of Technology, and DeVry.



Hyde Park Angels is bringing together successful, influential entrepreneurs and investors to teach you everything you need to know about early-stage investment. Attend all four programs and walk away with a thorough understanding of the early-stage investment cycle from start to finish or pick and choose program to supplement existing knowledge. In either case, you will have the chance to learn the pros and cons of raising a round, the mechanics of doing a deal, how to grow your business through corporate partnerships, and how to manage relationships with different advisors and investors.

Each program begins with a 30-minute networking session. Howard Tullman will then introduce a 1.5 hour panel moderated by Peter Wilkins, which concludes with a Q&A.



HOST:
Howard Tullman
CEO, 1871



MODERATOR:
Peter Wilkins
Managing Director,
Hyde Park Angels





PROGRAM ONE

Build the Perfect Pitch

What does the perfect pitch look and sound like? In this exclusive webinar, we will cover the essentials of pitching to investors, including:

How to explain the problem in the market

How to demonstrate your solution is the most viable

Which metrics you need to cover

What makes your company and approach unique

How to plan for financial success in the future

How to best position your team

How much capital you need to achieve success

WEBINAR

Thursday, February 16

11:00 am – 12:30 pm

Register Now!

hydeparkangels.com/events

Speaker:



Alida Miranda-Wolff
Director of Platform, Hyde Park Angels

For more insights into this topic, check out the Hyde Park Angels blog: hydeparkangels.com/blog

PROGRAM TWO

What You Need to Do Before Raising Capital

Before you raise capital, you have to understand the market, core customer, and growth trajectory of your business, in addition to your other funding options. Hear from some of the city's most successful operators and investors to learn:

How to set the right expectations with Co-Founders and early team members

How to identify the problem in the market

How to build an advisory board

When is the right time to raise capital

The pros and cons of bootstrapping, bank loans, and more

The basics of terms

Wednesday, May 10

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/events

Panelists:



Adam Koopersmith
Partner – Venture Capital, Pritzker Group



Dhruv Saxena
Co-Founder, ShipBob



Eddie Leshin
Former COO, Coyote Logistics



Susan Whiting
Former Vice Chair, Nielsen



Kathryn Saluke
Co-Founder, OfficeLuv

Moderator: Pete Wilkins, Managing Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and a 30-minute networking session

Location: 1871 Auditorium

For more insights into this topic, check out the Hyde Park Angels blog: hydeparkangels.com/blog

M = HPA Members, C = HPA Portfolio Companies, P = HPA Partners

PROGRAM THREE

How to Raise Venture Capital

We are demystifying the venture capital fundraising process to give you the tools you need to raise your next round. Hear from entrepreneurs and investors who understand venture capital from the inside out to learn:

Where to find investors

How to prepare for a fundraise

How convertible debt stacks up against equity

The timeline for the investment cycle

The mechanics of closing a venture capital deal

What happens after the deal is closed

Thursday, September 7

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/events

Panelists:



Joe Beatty
Former CEO, Telular



Mike McMahon
Partner, Jump Capital



Sean Chou
Co-Founder and CEO, Catalytic



Bailey Moore
Vice President, Wintrust Ventures



David Cohn
Founder and CEO, Regroup Therapy

Moderator: Pete Wilkins, Managing Director, Hyde Park Angels

Format: 1.5 hour panel with Q&A and a 30-minute networking session

Location: 1871 Auditorium

For more insights into this topic, check out the Hyde Park Angels blog: hydeparkangels.com/blog

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PROGRAM FOUR

The Ultimate Entrepreneur's Guide to Term Sheets

During the fundraising process, sometimes finding the investor can feel like the end of the journey. However, the journey really starts after you raise the capital. In this webinar, you will learn how to understand and structure your terms to make that journey a success by delving into topics like:

What the terms mean

Which terms will impact you most

What are best practices during negotiations

How to set yourself up for long-term wins as opposed to short-term ones

How to manage your investor relationships

WEBINAR

Thursday, November 9

11:00 am – 12:30 pm

Register Now!

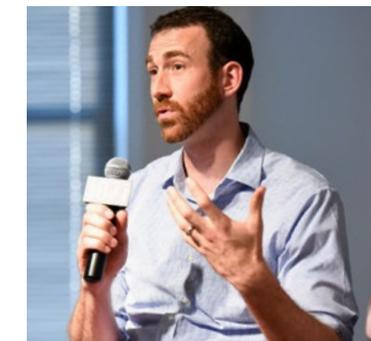
hydeparkangels.com/events

Speaker:



Michael Sachaj
Principal, Hyde Park Angels

For more insights into this topic, check out the Hyde Park Angels blog: hydeparkangels.com/blog



Build the Perfect Pitch

5 Key Takeaways:

1

2

3

4

5

Notes:

What You Need to Do Before Raising Capital

5 Key Takeaways:

1

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4

5

Notes:

How to Raise Venture Capital

5 Key Takeaways:

1

2

3

4

5

Notes:

The Ultimate Entrepreneur's Guide to Term Sheets

5 Key Takeaways:

1

2

3

4

5

Notes:

Industry Partners

Our Industry Partners are committed to driving innovation and building relationships with the entrepreneurial community. Hyde Park Angels helps by collaborating with them in the startup community and providing education programs that transform the way they approach corporate venturing and corporate innovation.

An instinct for growth™

Corporate Sponsors

Our corporate sponsors provide entrepreneurs with the tools and resources they need to grow their companies and achieve success in the market. We work with them to build relationships and share their knowledge with our members and companies, as well as help strengthen their role in the early-stage investment ecosystem.

Accounting

Insurance

Banking

Recruiting Services

Cornerstone Partners

Our cornerstone partners provide ongoing resources to help HPA support our members, companies and community.

Legal

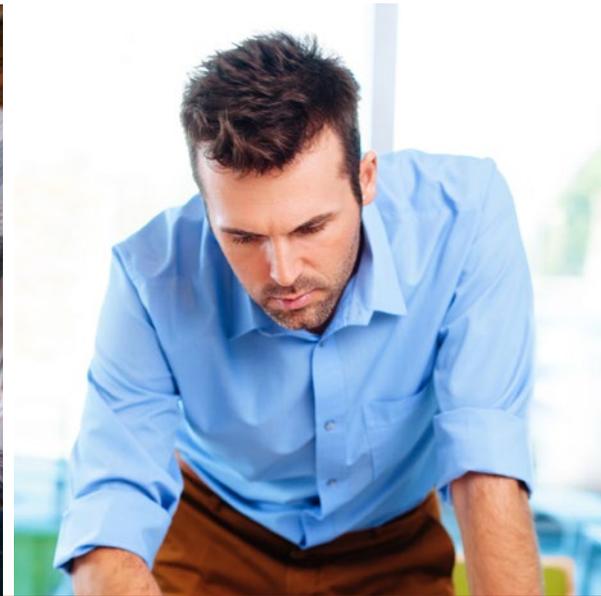
Media

IT Services



How We Operate

Hyde Park Angels uses financial and human capital to drive success for entrepreneurs and their companies. Our 100+ high-profile accredited investors have deep expertise in a variety of industries and a genuine commitment to the Midwest's entrepreneurial ecosystem. We provide strategic advice and coaching as well as capital. We also connect our companies with our industry partners and sponsors, which provide valuable insight, expertise, and support. Hyde Park Angels does not invest in companies outside the Midwest or in the ideation or prototype stages. We invest in scalable companies led by talented management teams with market-ready solutions that solve big problems or create unique value in game-changing ways. If you qualify, visit hydeparkangels.com.



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