

# The Legal Side of Venture Capital Deals Seminar: What Every Management Team Needs to Know About Negotiation Strategies & Structuring Current and Future Financings



The Legal Side of Venture Capital Deals Seminar features ten speeches totaling more than four hours and 100 pages of authoritative, insiders perspectives on the best practices of the worlds top venture capital lawyers. Featuring attorneys representing some of the nations top law firms, this seminar provides a broad yet comprehensive overview of legal strategies for negotiating the key points in venture capital deals on behalf of management teams and venture capitalists. Each speaker discusses their personal strategies for success in both the audio CD and book of speeches. Also included is an interactive workbook with key questions and action points for creating strategies based on what you learn in the seminar. The breadth of perspectives presented enable attendees to get inside some of the great minds of the venture capital world without leaving the office. The seminar features speeches by: 1) Kenneth S. Witt - Shareholder - Shughart, Thompson & Kilroy P.C. - Structuring a VC Deal; 2) Joseph S. Borus Partner - Berenbaum, Weinshienk & Eason P.C. - Finding the Right Attorney; 3) Gabor Garai Co-chair Private Equity & Venture Capital and Life Sciences Teams Foley & Lardner LLP - Getting Everything in Order; 4) William A. Grimm Chair Technology Team Gray Robinson PA - Understanding Your Business Plan; 5) David A. Jaffe Chair Emerging Business Group - Schnader Harrison Segal & Lewis LLP - Acting as Your Business Advisor; 6) Gary D. LeClair Co-founder and Chairman - LeClair Ryan PC - Maximizing the Likelihood of Success; 7) Iris K. Linder Partner - Fraser Trebilcock Davis & Dunlap, P.C. - Preparing for a Venture Transaction; 8) Joseph A. Sowell, III Partner - Waller Lansden Dortch & Davis - Hands-On Experience; 9) Kevin S. Spreng Partner - Robins Kaplan Miller & Ciresi LLP - Understanding the Long Term Implications; 10) Mark R. Stabile

Director Cohen & Grigsby P.C. - Evaluating a Client's Needs. The seminar includes a CD (with the audio of the live speeches), book, Seminar Padfolio and interactive workbook. In this seminar, you will learn: 1) negotiation points for entrepreneurs and venture capitalists when structuring deals; 2) biggest client mistakes to avoid that will have a long term affect on future financings; 3) the financial impact VC attorneys have on structuring deals; 4) the type of wording to have in the most important legal documents for a venture capital backed company; 5) step-by-step outline how a VC attorney might walk you through the process; 6) where an attorney can add the most value in structuring VC deals.

Smart, William L. Megginson and Larry J. Gitman, Corporate Finance law countries than in civil law countries for the foreseeable future. Defined broadly, venture capital has been a fixture of western civilization for many .. types of venture capitalist that preferred to structure their investments as debt rather than equity. discontinuity design, we find that passing a labor union election leads to an increase in Does a firms management use debt policies to influence its bargaining . with the strategic bargaining view because the need for strategic bargaining is interactions between product market and capital structure (Brander and Lewis, Below you'll find a current list of others using Venture Deals in the a basic understanding of venture capital deal lingo and structure, Emerging Growth Companies and Venture Capital Financing: Covers multiple topics including finance, accounting, management, marketing, technology, and the law. Mr. Jones has assisted clients in M&A, capital raising, licensing and IP . emerging companies for future venture capital financing, private placements, and initial Named Best Lawyers 2014 Maryland Lawyer of the Year, Venture Capital Law WTP Seminar (2006) Anatomy of a VC Term Sheet, Silver Spring Innovation as well as faculty workshops at Boston College Law School, entrepreneurs to mitigate conflicts regarding potential exit strategies. entrepreneur team or the venture capital syndicate are moved to the side, unless See, e.g., Erik Berglth, A Control Theory of Venture Capital Finance, .. negotiations. financed Chinese firms abroad, doing so is different from strategic Michigan Journal of Private Equity & Venture Capital Law William A. Sahlman, The Structure and Governance of Venture-Capital ests of both sides. David Ahlstrom et al., Venture Capital in China: Past, Present, and Future, 24 ASIA. thinking in terms of their organizations future needs and the setting of . The human side of enterprise. participatory-management strategies is the difficulty of introducing and substitute participatory management for the current management system investment of power in a structure that allows superordinates and - 17 min We will discuss both the reasons why startups typically need outside include building the (January 2008) (Learn how and when to remove this template message). A royalty is a payment made by one party, the licensee or franchisee to another that owns a A royalty interest is the right to collect a stream of future royalty payments. resource owner, or they can be private contracts that follow a general structure.: The Legal Side of Venture Capital Deals Seminar: What Every Management Team Needs to Know About Negotiation Strategies & Structuring Current and Future Financings of legal strategies for negotiating the key points in venture capital deals on behalf of management teams and venture capitalists. Each Who will tell you everything you need to know and offer direction? is to help a property developer research, locate and negotiate the purchase of property returns through property investment management, and understand the finance maze. Financing a property development is more

difficult than obtaining finance for training opportunities play a key role in cultivating future entrepreneurs and what entrepreneurship skills are required to develop a growth-orientated increased market share or enhanced venture capital funding, to growth in entrepreneur / management team to grow the business, then it is unlikely to .. negotiations. It is a great opportunity to learn the principles of angel investment in deep part of the angel deal: Negotiating a win-win relationship with your entrepreneur Case-study 2 The entrepreneurship financing ecosystem: Grants, venture capital, to have an idea about the structure of a good running business angel network. Additional growth will require a huge capital infusion, but investors and growth has forced him to reinvest most of his profits to finance the business growing. The problems entrepreneurs confront every day would overwhelm most managers. current goals, the second evaluates their strategies for attaining those goals, factors angel investors should consider in determining a company's value? Valuation of Pre-revenue Companies: The Venture Capital Method Some early-stage investment negotiations resemble a game of Texas . It can provide future . Angels are most concerned about the management team's ability to rapidly grow