



Register now for June 14th, 2016 - 1/2 day Workshop on Valuations

On June 14, come join us for an afternoon workshop on determining **Valuations** for early stage companies (open to entrepreneurs, investors and consultants).

What is the company worth?

This is probably the most important question an investor and entrepreneur will ask and answer before executing an investment.

The answer often leads to the life or death of a deal. The determination of the value of a company is as much an art as it is science. Mastering both takes experience and knowledge.

Fortunately, the **Angel Resource Institute** has both.

Valuation of Early Stage Companies is designed to present several key methodologies that many experienced angel investors have found as fundamental in approaching this critical task. They include:

- * Risk Factor Summation Method
- * Venture Capital Method
- * Scorecard Method

In our half-day course...

we will teach you the fundamentals of how to determine valuations of early stage companies. This is accomplished

in an interactive classroom-style setting taught by an Angel Resource Institute's (ARI) renowned and certified lead instructor.



*Our key speaker/program leader will be **Bob Okabe**, Board Director, Angel Resource Institute, Managing Director, RPX Group LLC.*

Over the last decade Bob Okabe has been actively involved with early stage enterprises on multiple levels. As an angel investor he co-founded the Prairie Angels and has made eleven investments with three positive returns of capital. He is a principal of RPX Group LLC (www.rpxgroup.com), a consultancy focused on assisting universities, research institutions, and corporations with spinning out some of their innovative technologies as startup companies.

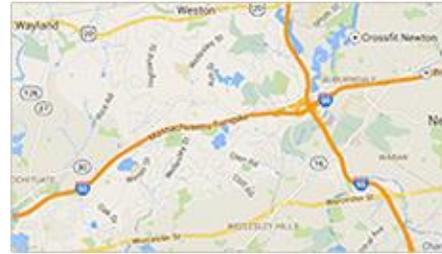
The Great Lakes Angels is a nonprofit corporation. The mission is to organize and mentor angel investors and provide a forum for them to grow in knowledge and wealth and foster more of the same - to help invest in entrepreneurial companies in the Region.

CONTACT: Great Lakes Angels
psarcina@glangels.org

Where:

UHY Advisors

**27725 Stansbury Blvd., Suite 100
Farmington Hills, MI 48334**



When:

June 14, 2016

Agenda

1:00 p.m. Welcome and Opening Remarks

1:15 p.m. Anticipated Returns for Angels & Portfolio Strategy Implications

Methodology I & Exercise - The Venture Capital Method

2:30 p.m. Networking Break

2:50 p.m. Methodology II & Exercise - The Scorecard Method

Methodology III & Exercise - The Risk Factor Summation

Method

Techpharma Case Study Exercise - applying all three methods

**Attendees will be asked to form small groups to work through the case study. Each group will need to select a representative to report its results to the entire class.*

Wrap-up and Evaluations

4:00 p.m. Closing of Workshop & Networking

Workshop Registration Fee:

***\$135 if paid in advance,
\$150 if paid after June 10th***

***For active members of angel groups:
\$95 if paid in advance***

\$115 if paid after June 10th

Register

Advance registration is recommended to make sure we have enough space.

***If paying by check, make payable to:
Great Lakes Angels***

***Mail checks to:
Pietro Sarcina, President
Great Lakes Angels
4735 Stoddard Dr.
Troy, MI 48085***

After you REGISTER we will confirm your registration.

***If any questions, contact Pietro Sarcina
at: psarcina@glangels.org***

We would like to thank our generous sponsors, seen below!

UHY **Advisors**
Tax & Business Consultants



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