



## Member Benefits – 2006

WAN is improving and expanding its resource offerings available to members, including:

- **Deal-flow Pipeline Enhancements**
- **Educational Programs**
- **Deal-flow Facilitation between Networks**
- **Angel Investing Guide**
- **Public and Government Education**
- **Web Resource Pages for Investors and Entrepreneurs**
- **Web-based Presentation Tools**

**Deal-flow Pipeline (DFP):** The Deal-flow Pipeline hosts more than 60 executive summaries. New this year, WAN members will get a “first look” at the 2006 Governor’s Business Plan Contest semifinalists. Updates to the DFP are currently in development and will include enhanced executive summaries, modifications to the search function, and

***On-demand Presentations:*** This innovative initiative (based on a concept tested by Tim Keane and the Marquette Golden Angels Network) is close to being launched. Soon you will be able to go beyond the on-line, black and white executive summary and watch a 15-minute presentation from select entrepreneurs.

**Educational Programs:** Designed and tailored to early-stage investors, WAN works together with our members to organize, publicize and secure sponsorships for these ready-made programs. A complete list of educational programs for 2006 follows the resource listings.

**Deal-flow Facilitation between Networks:** WAN and members from the advisory committee are actively promoting and creating a way for member networks to better circulate deals, expanding the size of deals networks can consider for investment and increasing collaboration on due diligence.

**Angel Investing Guide:** The guide offers new angel investors an overview of angel investing, Wisconsin’s early-stage tax credits, due diligence, valuation techniques, deal structure along with other information and an angel investing glossary. Guides are produced for members as needed and at a substantial discount.

**Public and Government Education:** WAN continues to keep early-stage investing and angel investors in the news, raising awareness of its importance to the economy and

helping to recruit new members to angel networks and funds. Some of WAN's activities include:

- An initiative to track early-stage investing throughout Wisconsin with the help of law firms.
- Organizing press conferences and press releases for member networks investments.
- Informing and educating the Legislature and executive branches to keep early-stage investing in the forefront.
- News articles on WAN initiatives and early-stage investing around Wisconsin—new in 2006 are *angel investing success stories* that will be hosted on the WAN website and published by Wisbusiness.com.

**Web Resource Pages for Investors and Entrepreneurs:** WAN continues to expand its web resource pages for both investors and entrepreneurs. One recent addition is an entrepreneurial presentation template with tips on how to create an effective investor presentation. Use this to ensure entrepreneurs who present to your group deliver a clear and concise message. Visit [www.wisconsinangelnetwork.com/resources](http://www.wisconsinangelnetwork.com/resources) to check out all of the web-based resources.

**Web-based Presentation Tools:** Video and computer equipment along with server space is available at a substantially reduced rate to WAN members. The equipment is being used by WAN to record content and make it available over the internet. Potential uses include an on-line introduction to your organization or making presentations/meetings available on-line to members.

## **2006 WAN Educational Programs**

Early-Stage Tax Credit Workshops: Providing an overview and Q&A-forum of early-stage tax credits with a Wisconsin Department of Commerce expert. In select locations, a panel discussion will be held with people who have used the tax credits (an investor, accountant, attorney along with a Commerce representative) to discuss their “history” with the tax credits and take any questions from the audience. The workshops are designed to run 1 – 1½ hours, available beginning in March.

Power of Angel Investing Modules: New in 2006, the Power of Angel Investing from the Angel Capital Education Foundation will be offered in advanced, modular formats. There are two available topics, “Doing the Deal: Term Sheet” and “Due Diligence.” The modules run about 3 hours, available beginning this summer.

Overview of Life Sciences/Biotech Industry for Early-stage Investors: A workshop designed to help investors become more comfortable with reviewing life sciences and biotech opportunities. The workshop will include panels and presentations by experts in the field. The workshops are designed to run 1- 1½ hours, available this fall.

*For Entrepreneurs: Introduction to Early-Stage Investors:* Developed for entrepreneurs who are planning or currently seeking equity funding, this workshop will give entrepreneurs an overview of early-stage investing, including: information investors want to know, typical rates of return on investments, ownership structure, deal structure, along with other topics. The workshop is being developed by Tim Keane of the Golden Angels Network and Marquette University and will be available on-demand at WAN's website along with support materials.

*For Entrepreneurs: Presentation Coaching:* In conjunction with the Wisconsin Entrepreneurs' Network WAN is organizing one-on-one presentation coaching by experienced professionals, helping entrepreneurs prepare their presentations to angel networks.

***Contact WAN director, Joe Kremer, at (608) 442-7557 x23 or [jkremer@wisconsinangelnetwork.com](mailto:jkremer@wisconsinangelnetwork.com) for more information on membership in the Wisconsin Angel Network.***