



the POWER of  
angel  
Investing

# Invitation

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## The Power of Angel Investing

A day-long seminar providing a comprehensive overview of the angel investing process

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**Monday 1 March 2010: Ibis Hotel, Alma Street, Hamilton**

*"TO SIT DOWN IN A ROOM WITH COLLEAGUES AND DISCUSS THE REAL-TIME EXPERIENCES OF SEASONED INVESTMENT VETERANS IS QUITE INSIGHTFUL."*

### By attending you will:

- Discover how to get the most out of your Angel investments and what the opportunities are in the current economic climate.
- Find out how to avoid the most common mistakes that Angels make.
- Exchange ideas and share experiences with like-minded individuals.
- Gain inspiration through the tales from the 'front line' from leading Angel investors.
- Learn how to build value in your portfolio, manage the due diligence process, negotiate and structure the deal.

### Who should attend?

Investors who are interested in learning more about the specifics of Angel investing.

- High net-worth individuals with senior business experience who now have the time and interest in investing in early stage companies.
- Investors who are interested in networking with other like-minded people.
- Successful entrepreneurs who have exited their businesses and have an interest in staying involved in early stage companies.
- Entrepreneurial support professionals, university faculty, and policy makers who assist their client entrepreneurs in the angel investing process.

### Programme

**Bill Payne**, visiting US Angel Investor shall facilitate. Bill is one of the most decorated Angel Investors. Over 25 years Bill has invested in over 50 companies, mentored hundreds, and founded four angel networks. In 2009 he was awarded the Serveriens Award, the US Angel Capital Association's highest honour.

Bill is in NZ for six months hosted by the ICEHOUSE.

Bill's facilitation of the day will be supported by experienced regional angel investors and industry experts. Panelists include: **Peter Maxwell**, Greenfields Network; **Duncan Mackintosh**, GM Commercialisation, WaikatoLink; **Mark Stuart**, CEO, WaikatoLink; **Doug Wilson**, Partner, Deloitte; **Mark McCabe**, Partner, PricewaterhouseCoopers; **Ceri Wells**, Partner, James & Wells; **Phil Taylor**, Partner, Tompkins Wake; **John Birch**, Central Capital; Rodney **Macfarlane**, Director, Macfarlane Engel; **Chris de Boer**, Chairman, AngelLink, **Margaret Devlin**, Institute of Directors.

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## Agenda

8.00am	Registration
8.30am	Selecting the deal
10.00am	Break
10.30am	Due Diligence
11.30am	Structuring the deal
12.30pm	Lunch
1.30pm	Valuation
3.00pm	The Post Investment Relationship
4.15pm	Wrap- Up
4.30pm	Networking Function

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## Registration

Please register by 15 February by emailing Dawn Murphy ( [murphyd@innovationwaikato.co.nz](mailto:murphyd@innovationwaikato.co.nz) ) at the Waikato Innovation Park and providing the following details:

- Name (as it should appear on name tag);
- Company / Organisation (if desired on name tag);
- Mailing Address;
- Special requirements: (Dietary, access, etc)
- Phone;
- Fax;
- E-mail;

**Delegate attendance fees including GST: \$225 payable on registration**

**Method of Payment:** (Registration can only be confirmed with payment.)

1. Direct credit to Greenfields Network Inc, BNZ Account No: 02-0316-0387870-000  
(Please use Company name or Surname as reference)  
or
  2. By cheque made payable to Greenfields Network Inc. and posted to PO Box 9466, Hamilton 3240
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**Enquiries:** Dawn Murphy | 07 857 -0500 | [murphyd@innovationwaikato.co.nz](mailto:murphyd@innovationwaikato.co.nz)

## Cancellation:

Registration cancellations must be notified to Dawn Murphy by email to the address above. Cancellations of registration after 15 February will not be refunded. If the Power of Angel Investing Seminar is cancelled registration fees will be refunded in full.