

NACO Academy is an educational program offered by the National Angel Capital Organization. It is designed to improve the skills and knowledge of Angel investors across Canada to increase the effectiveness of Angel investments in growing entrepreneurial firms. NACO Academy provides interactive workshops, best practice guides, and other educational resources.

## 2018 NACO Academy Tour

- ▶ Monday, April 9th: St. John's, Newfoundland and Labrador
- ▶ Tuesday, April 10th: Halifax, Nova Scotia
- ▶ Wednesday, April 11th: Charlottetown, Prince Edward Island
- ▶ Thursday, April 12th: Moncton, New Brunswick
- ▶ Friday, April 13th: Fredericton, New Brunswick

## Module 105: Structuring Deals & Term Sheets

This module will show you how to structure investment deals to maximize the value created and to protect your returns from any adverse events.

### Presenter: Pieter Dorsman

Pieter is a seasoned advisor, investor, and mentor is President & CEO of Redpeaks Management Inc., a consulting firm focused on advising early-stage technology companies on finance and investment, corporate development, legal structure, and overall business strategies. Pieter is one of the directors of E-Fund, a Vancouver-based angel investment fund. He is also chairman of Lambda Solutions Inc., a cloud-based learning company. Previously, he co-founded Actenum Corporation and structured the start, financing, and exit of ClearVision Technologies.

## Module 303: An Entrepreneur's Guide to Angels

This module is designed for entrepreneurs who want to improve their ability to attract angel investment, and who want to build a positive ongoing relationship with their angel investors once they have invested.

### Presenter: Kirk Hamilton

Kirk is an executive with international experience implementing strategies for technology adoption to capitalize on unique business opportunities in Information Technology, Telecom, and Manufacturing industries. As CEO of a number of public and private companies for over 20 years, he has led them from a loss position to profitability. During his career, the scope of his assignments ranges from the repositioning and turnaround of a global provider of smart card equipment and software solutions, NBS Technologies Inc, to major telecom start-up operations with leading-edge technology for BCE and others, to turnarounds of manufacturing operations within GE Canada.

# Partnership Opportunities

## Why Sponsor NACO Academy?

As a sponsor or partner of NACO Academy, your organization will have the opportunity to participate in a module in a way that aligns with your business objectives. The sponsorship will enable your organization to engage attendees at every touch point, ensuring all-inclusive exposure for your brand and message. Exposure options include online and in-person features, as well as the opportunity for your leaders to participate in panels as speakers or moderators.

## Overall Benefits of Partnership

- ▶ Visibility - Profiled as a Partner of the 2018 NACO Academy Tour of Atlantic Canada
- ▶ Agenda Exposure - Opportunity to introduce and thank presenters and panelists
- ▶ Recognition - Recognized in all printed and electronic marketing materials

## Host Partner

Investment: \$2,500

This partnership recognizes your organization as a regional leader in creating and supporting opportunities for continued economic growth in Atlantic Canada.

- ▶ Hosting - Opportunity to be recognized as the enabling partner of the week-long NACO Academy tour and of a specific session (digitally and on the print materials)
- ▶ Invitations - Ten (10) invitations to workshops and tour activities
- ▶ Speaker - Opportunity to introduce and thank the presenter and panel
- ▶ Participation - Opportunity to participate in discussion as panelist

## Gold Partner

Investment: \$1,500

This partnership recognizes your organization as a leader in fostering innovation and professional development in Atlantic Canada

- ▶ Hosting - Opportunity to be recognized as the enabling partner of the week-long NACO Academy tour and a specific session (digitally and on the print materials)
- ▶ Invitations - Five (5) invitations to the workshop and tour activities
- ▶ Speaker - Opportunity to introduce the presenter and panel

## Community Partner

Investment: In-Kind and Promotion

This partnership recognizes your organization as a supporter of innovation and professional development in Atlantic Canada

- ▶ Recognition - Profiled as a Community Partner of the 2018 Atlantic Regional Angel Summit
- ▶ Invitations - Two (2) invitation to the workshop and tour activities