

Module 110: Leading Investment Rounds – Course Description

Description

This module is designed for angel investors that are looking to learn more about the role of lead investor and what it entails. It will also provide investors with an overview of the due diligence process.

Overview

The role of lead investor can be a challenging one, especially for investors that are doing it for the first time. On top of analyzing the investment opportunity, the lead is also responsible for coordinating the communication between all the involved parties and negotiating the terms of the investment.

This module provides first time leads with a step by step walkthrough of the due diligence process, expected timelines, common pitfalls, and tips to ensure that they will be able to efficiently lead a round of angel investment.

Learning objectives

By the end of this module the student will be able to:

- Understand the role of a Lead Investor
- An overview of the process of being a Lead Investor
- The due diligence process and how to manage co-investors in the process
- The process of negotiating the deal

Prerequisites

No specific courses required however the investor should have some experience with the angel investing process.

Pedagogy

A mix of panel discussions, exercises, and instructor-led group discussions will predominate the methods used in this module.

Detailed topics

This module will cover:

- What is a Lead Investor?
- Timelines associated with managing the deal
- Managing communication, recommended communication strategy
- Due diligence objectives and key factors
- Key indicators to assess the company
- Deal Terms, Term Sheets, Investment structure best-practices
- Board Structure and reporting, Corporate Governance
- Closing the deal

Assignments

None

Schedule

Two 1.45 hour blocks, corresponding to the topics above. Includes 3-4 panelist presentations from NACO partners and investors and is moderated by an Angel investor lead developer. Offered regionally once each year as a single session.

Student Prep Work

None required.

Delivery Infrastructure Required

A seminar room with capacity for 36 students, at six circular tables of six. Standard PC projection equipment, plus whiteboard. Instructor notes. Workbook with slides, glossary of investment terms, quick-screening rubric form, example term sheet with explanatory annotations, readings, exercises. Online discussion board for session cohorts to keep in touch after the session to share challenges, learning experiences.