



# ***Get Funded!***

## Winning Strategies for Courting Angel Investors



Presented by ZINO Society and Bryan Brewer of Business Plans Northwest

### **The Angel Funding Process (1:00 pm to 1:45 pm)**

- Investment Phases
- What Angels Look For
- Overview of the Angel Investment Process
- Business Plan and Funding Documents
- Valuation

### **Courting Angel Investors (1:45 pm to 2:30 pm)**

- Angel Investor Facts
- Why Angels Invest
- Angel Investors Attributes
- Establishing and Maintaining Angel Relationships
- Leverage Your Network, Personal Branding

### **BREAK (2:30 pm to 2:45 pm)**

### **Your Investor Pitch (2:45 pm to 4:15 pm)**

- Slides
- Pitch Content (Interactive Session)
- Delivery
- Handling Questions
- The Seven Deadly Sins of Investor Pitches*

### **BREAK (4:15 pm to 4:30 pm)**

### **Angels in the Northwest (4:30 pm to 5:00 pm)**

- Northwest Angel Groups
- Northwest Angel Forums
- Tips for Applying to Present
- Why ZINO?

### **Wine Reception (5:00 pm to 6:00 pm)**