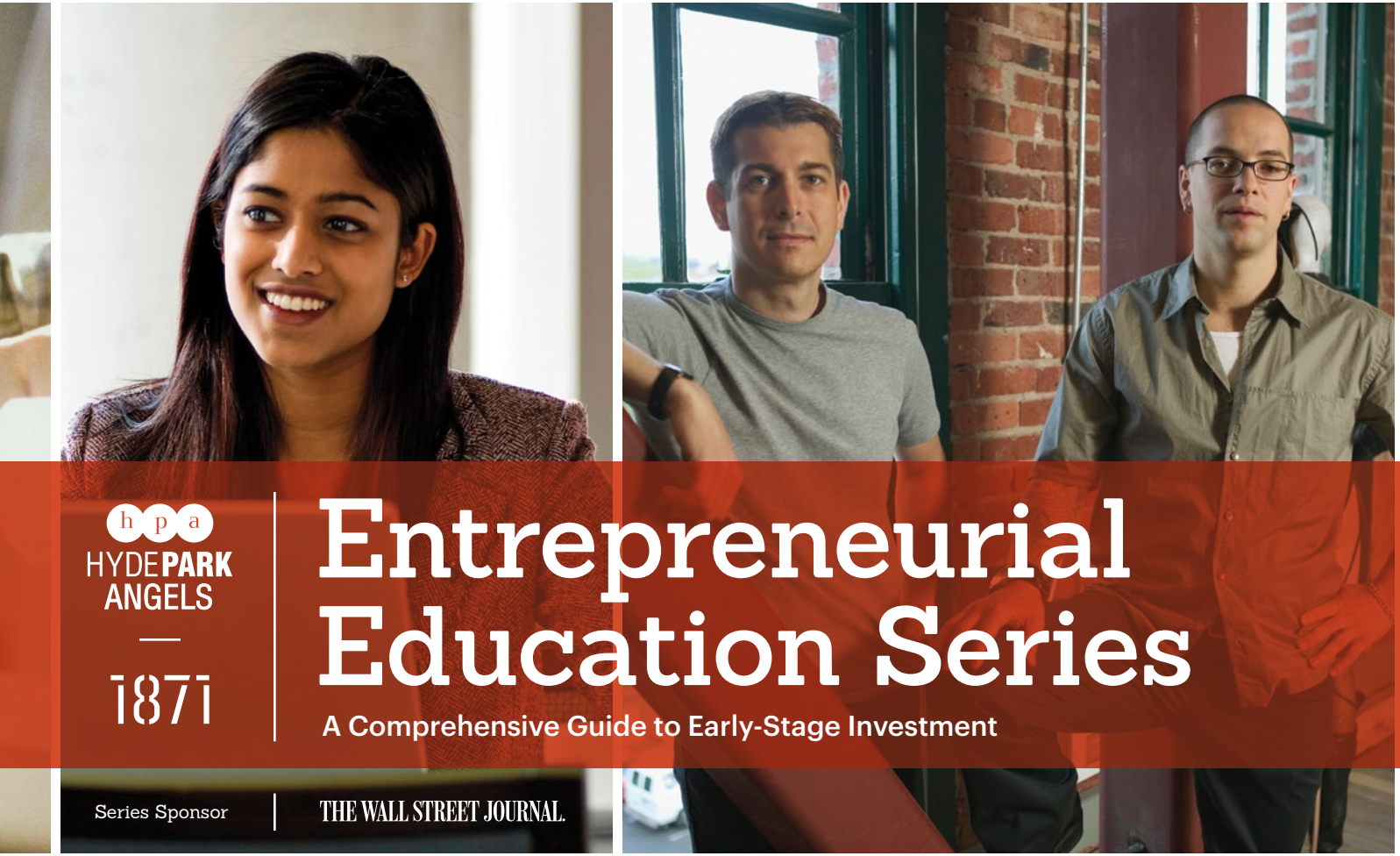

HYDE PARK ANGELS

1871

Entrepreneurial Education Series

A Comprehensive Guide to Early-Stage Investment

Series Sponsor | THE WALL STREET JOURNAL.

HYDEPARK ANGELS

Hyde Park Angels is the largest and most active angel group in the Midwest. With a membership of over 100 successful entrepreneurs, executives and venture capitalists, the organization provides critical strategic expertise to the entrepreneurial community. By leveraging the members' knowledge of multiple industries and financial capital, Hyde Park Angels has driven multiple exits and invested millions of dollars in more than 30 portfolio companies that have created over 500 jobs in the Midwest since 2006.

1871

The flagship project of the Chicagoland Entrepreneurial Center, 1871 is the home of more than 325 early-stage, high-growth digital startups. The 75,000 square foot facility in The Merchandise Mart is the headquarters of Techstars Chicago and Impact Engine, half a dozen industry-specific incubators, several emerging tech talent schools, and the Illinois Science and Technology Coalition. It is also home to offices for numerous Chicago-based VCs, Northwestern University, University of Illinois, University of Chicago, Illinois Institute of Technology, and DeVry.

Hyde Park Angels is bringing together successful, influential entrepreneurs and investors to teach you everything you need to know about early-stage investment. Attend all four programs and walk away with a thorough understanding of the early-stage investment cycle from start to finish or pick and choose programs to supplement existing knowledge. In either case, you will have the chance to learn the pros and cons of raising a round, the mechanics of doing a deal, how to grow your business through corporate partnerships, and how to manage relationships with different advisors and investors.

Each program begins with a 30-minute networking session. Howard Tullman will then introduce a 1.5 hour panel moderated by Peter Wilkins, which concludes with a Q&A.

HOST:
Howard Tullman
CEO, 1871

MODERATOR:
Peter Wilkins
Managing Director, Hyde Park Angels

Bonus Workshops: We are hosting four intimate workshops that take deeper dives into the topics covered in the series at key innovation hubs across the community. Workshops will include a 20-minute presentation and a 40-minute open discussion. Dates and locations to be announced.

Are You Ready to Raise?

How do you know if you're ready to raise your first round, or if raising is even your best option? Hear from successful entrepreneurs and investors to learn:

- The pros and cons of early-stage investment versus bootstrapping
- What is the right time to raise and when is too early
- What investors look for in a founder and a business
- What counts as proof of concept and what doesn't
- What investors see as red flags
- How to move forward if you are ready

Thursday, March 5

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/about/programs

Panelists:

Troy Henikoff
Managing Director, TechStars; Managing Director, MATH Venture Partners; Founder and President, SurePayroll

Kristopher Kubicki
CTO of Ecommerce, Market Track; Co-Founder/ Chief Architect, Dynamite Data, LLC (acquired by Market Track)

Mathew Joseph Elenjickal
Founder/CEO, FourKites

Shawn Carpenter
Co-Founder/CEO, YCharts

Genevieve Thiers
Founder, Sittercity; Founder, ContactKarma

Video highlights will be available after the panel at our website, **hydeparkangels.com.**
For more insights into this topic, check out the HPA blog, **medium.com/@hydeparkangels.**

M = HPA Members, **C** = HPA Portfolio Companies, P = HPA Partners

Early-Stage Investment 101

We are pulling back the curtain on the investment cycle to teach you the in's and out's of raising a round. Hear from successful entrepreneurs and investors who have seen every kind of early-stage investment to learn:

- The differences between funding stages (seed, Series A, etc.)
- What are the key deal points to negotiate
- How convertible debt stacks up against equity
- Who the right investors are and how to find them
- The timeline for the investment cycle
- How to "read" a venture capitalist
- The mechanics of closing a round (deal leads, legal best practices, board seats, etc.)

Wednesday, June 17

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/about/programs

Panelists:

Aashish Dalal
Co-Founder/CEO, ParkWhiz

Ira Weiss
General Partner, Hyde Park Venture Partners

Sach Chitnis
Managing Director, Jump Capital

Desiree Vargas Wrigley
Co-Founder/CEO, Give Forward

Rishi Shah
Founder/CEO, ContextMedia; Managing Partner, JumpStart Ventures

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Connecting Corporations and Startups

Working with corporations – whether as a client, partner, or strategic investor – can help you significantly grow your business. Hear from successful entrepreneurs and the industry experts they work with to learn:

- Whether you should build client, partner, or strategic investor relationships
- How to build corporate relationships
- Successful examples of corporate relationships
- How a strategic partnership will help or hurt your business
- How to secure investment capital from a Fortune 500 company
- How to manage the sales process to close your first big deal

Thursday, September 24

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/about/programs

Panelists:

David Weinstein
Founder/Managing Partner, Freshwater Advisors

Julie Szudarek
Senior Vice President and General Manager, Groupon Daily Deals

Jacob Babcock
Co-Founder/CEO, NuCurrent

Rumi Morales
Executive Director: Strategic Investment Group, CME Group

Rob Diebold
Strategic Business Development Manager, Molex

Hardik Bhatt
Senior Director: Smart+Connected Communities, Cisco; Former CIO, City of Chicago

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How to Work with Advisors, Board Members, & Investors

Knowing how to effectively work with these partners can make or break your business. Hear from entrepreneurs and investors with valuable experience managing these complex relationships to learn:

- How to pick the right advisors, board members, and investors
- How to maintain relationships with advisors, board members, and investors
- How to ask for advice and give your advisors, board members, and investors permission to advise
- How to leverage the resources and skills of advisors, board members, and investors
- How to mitigate conflict and learn to compromise
- How to take action when relationships are coming to a close

Thursday, November 12

6:00 pm – 8:00 pm.
1871 Auditorium

Register Now!
hydeparkangels.com/about/programs

Panelists:

Corey Ferengul
CEO, Undertone

Jason Kunesh
Co-Founder/CEO, Public Good Software

Bruce Barron
Co-Founder, Partner, Origin Ventures

Mark Tebbe
Adjunct Professor of Entrepreneurship at University of Chicago Booth School of Business; Co-Founder of Answers Corporation and Lante Corporation

Constance Freedman
Managing Director, Second Century Ventures

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For more insights into this topic, check out the HPA blog, **medium.com/@hydeparkangels.**

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Are You Ready to Raise?

5 Key Takeaways:

1

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3

4

5

Notes:

Early-Stage Investment 101

5 Key Takeaways:

1

2

3

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5

Notes:

Connecting Corporations and Startups

5 Key Takeaways:

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Notes:

How to Work with Advisors, Board Members, & Investors

5 Key Takeaways:

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3

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Notes:

Industry Partners

Our Industry Partners are committed to driving innovation and building relationships with the entrepreneurial community. Hyde Park Angels helps by collaborating with them in the startup community and providing education programs that transform the way they approach corporate venturing and corporate innovation.

CME Group

molex

valspar

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Corporate Sponsors

Our corporate sponsors provide entrepreneurs with the tools and resources they need to grow their companies and achieve success in the market. We work with them to build relationships and share their knowledge with our members and companies, as well as help strengthen their role in the early-stage investment ecosystem.

Recruiting Services

MARENGO HAMPSHIRE PARTNERS

Reiff Search Solutions

Real Estate

CUSHMAN & WAKEFIELD

Newmark Grubb Knight Frank

Banking

The PrivateBank

svb Silicon Valley Bank

WINTRUST VENTURES

Legal

HM&B Horwood Marcus & Berk Chartered

POLSINELLI

Quarles & Brady LLP

Accounting

BAKER TILLY

Technology

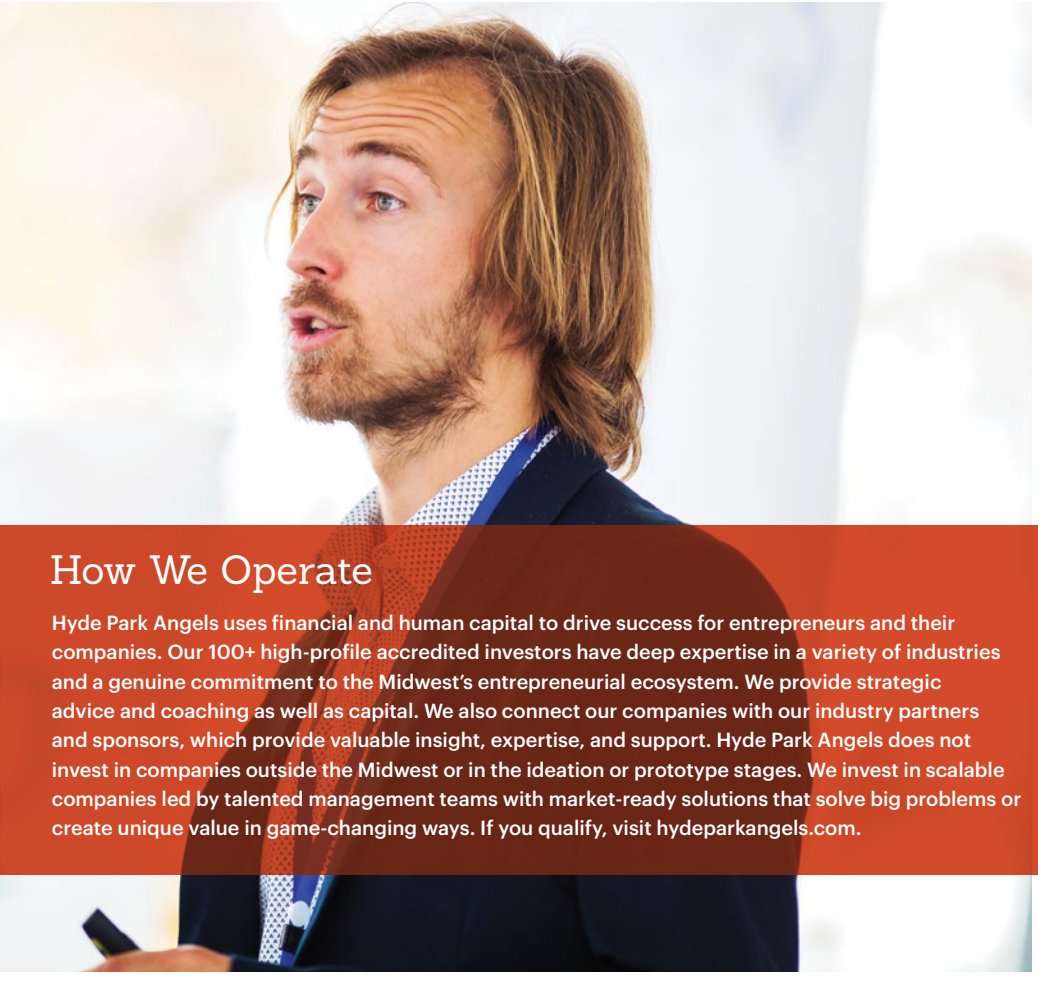
Microsoft

Cornerstone Partners

Our cornerstone partners provide ongoing resources to help HPA support our members, companies and community.

Hyde Park Venture Partners

Chicago Booth Polsky Center for Entrepreneurship and Innovation



How We Operate

Hyde Park Angels uses financial and human capital to drive success for entrepreneurs and their companies. Our 100+ high-profile accredited investors have deep expertise in a variety of industries and a genuine commitment to the Midwest's entrepreneurial ecosystem. We provide strategic advice and coaching as well as capital. We also connect our companies with our industry partners and sponsors, which provide valuable insight, expertise, and support. Hyde Park Angels does not invest in companies outside the Midwest or in the ideation or prototype stages. We invest in scalable companies led by talented management teams with market-ready solutions that solve big problems or create unique value in game-changing ways. If you qualify, visit hydeparkangels.com.

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hydeparkangels.com

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