APOSTLE INCUBATOR - TUESDAY – OCTOBER 26, 2021 - 7:00 PM

SHAREING AND OWNERSHIP ISSUES FOR YOUNG COMPANIES THE INITIAL SHAREHOLDER AGREEMENT

ROLE, TIME, CAPITAL, COMPENSATION NOW AND IN THE FUTURE, OWNERSHIP, VESTING OF SHARES, TAX ISSUES

DO YOU HAVE A FORMAL SHAREHOLDER AGREEMENT

EXAMPLES

MOBILE HOME REPAIR CENTER AUTO PARTS DATABASE

ONECARD

RAISING FIRST CAPITAL

CONVERTIBLE DEBT VS COMMON STOCK CAN YOU GET A REASONABLE VALUATION

WHAT WILL THE CAP TABLE LOOK LIKE TO FUTURE INVESTORS

SAFE NOTES EXAMPLES

DATABASE COMPANY FOUNDER

SHAREHOLDER AGREEMENTS

DEPENDING ON SOURCES, THINK DIFFERENTLY STAGES OF FUNDRAISING

UP TO DATE CAP TABLE

SEE CAP TABLE EXAMPLE

PRE SEED, SEED, POST SEE, SERIES

HOW MANY ROUNDS OF FUNDING HAVE YOU COMPLETED, AMOUNT, VALUATION

NEXT ROUND AMOUNT, VALUATION

EXAMPLES ON SEEKING FUNDING ONE SIZE FITS

SURGERY SCISSORS

CHICAGO PIZZA

KISTLER AEROSPACE TECC

THINGS TO THINK ABOUT

RESPONSIBILITIES WHEN YOU TAKE OTHER PEOPLE’S MONEY PREFERRED

SHARES ONLY WHEN YOU HAVE TO (ANTI-DILUTION)

KEEP EVERYTHING AS SIMPLE AS YOU CAN

THE KEYS TO RAISING MONEY

MANAGEMENT TEAM (HOW COMPLETE)

MATURITY OF THE BUSINESS PLAN (IDEA OR PRODUCT/SERVICE SELLING) BUSINESS PLAN SHOULD ATTRACT YOUR SOURCES OF CAPITAL

SOURCES OF CAPITAL

INITIAL SOURCES OF CAPITAL FRIENDS AND FAMILY

ANGELS

PRIVATE INVESTORS

PRIVATE SYNDICATORS CROWDFUNDING

EARLY ON VCS

EARLY ON INVESTMENT BANKERS STRATEGIC INVESTORS