How to Negotiate Company Funding for a Start-up: The Term Sheet

- Key deal points
- How to negotiate what each party wants—entrepreneur & investor
- What does a fair term sheet look like?

Raising funds for a new company can be a difficult and daunting experience; but, once potential investors are identified, the real work begins. Entrepreneurs need to educate themselves in advance on how to negotiate the terms of a financial agreement to everyone’s satisfaction.

Please join Harvey Scull, former CEO of KeyEye Communications and former CTO of Tellabs, and Jeff Warren, lawyer and investor, as they present this two hour seminar on term sheet negotiations.

PLEASE REGISTER IN ADVANCE AT:
www.purdue.edu/dp/bdm/termsheet/