



The Entrepreneur's Guide to Raising Capital *Understanding the investor mindset are what entrepreneurs must do*

Summary:

Any entrepreneur will tell you that raising capital is hard. In this class you will understand the perspective from both a venture capitalist (investor) and items to understand and prepare for when accepting capital (legal).

Topics to be covered: [Brian Cashin](#)

- What investors are looking for when making an investment
- What companies must have before seeking to raise capital
- Red flags for investors
- Determining valuation
- Closing procedures and post-investment relationship

Topics to be covered: [Brian Gillespie](#)

- Understanding term sheets
- Legal structure when raising capital
- Red flags for founders
- Dilution control and founder control
- Key docs when raising capital
- Common issues and disagreements

What you will learn:

You will receive two perspectives – What investors are looking for when considering making an investment and second, items you need to do once you have received investor interest what an investor.

Prerequisites:

- You are an entrepreneur, business owner, seeking to raise capital
- You are considering launching a new venture

About your presenters:

[Brian Cashin](#) is a Vice President on the investment team at Teamworthy Ventures – a venture firm that focuses their investments on outstanding entrepreneurial teams building software and software-enabled services companies.

[Brian Gillespie](#) is a partner in the Nelson Mullins law firm. Brian's practice focuses primarily on representing startup companies. Brian advises his clients on all aspects of the business life cycle, including formation matters, financing matters (seed stage, growth stage, and majority deals), secondary transactions, and M&A transactions.

Vitals

Cost:	\$80 (\$60 CDC members)	Difficulty:	Intermediate
Class start time:	9:00am	Computer:	Required
Class length:	2.5 hours	Scholarships:	Available
Class size:	30 persons		

Location: 4 Conroy Street, Suite A, Charleston, SC 29403

Parking: Charleston Tech Center garage adjacent