

The Exit Strategies Newsletter - Issue 3

Welcome to the third Exit Strategies newsletter. If you missed either of the previous newsletters, they are [archived here](#).

This issue includes an article on valuation, a video series on exit strategy, and two upcoming events in Vancouver that I think you might find valuable.

Business Valuation – What Will Your Company Sell For?

My bookshelf has an entire section of books on valuation. Even though I deal with valuation every day, I haven't looked at any of these books for at least a couple of years. It's just not a process you need reference books for.

Most of the time, acquisition valuations can be done without a spreadsheet – many professionals will work out the valuation on a whiteboard or even a post-it-note.

Valuation is challenging because it's based on the 'type' of company and the 'quality' of earnings. Growth rate, predictability and market conditions are also significant inputs to the valuation process.

If you'd like to know how much your company could be sold for, [this post](#) describes the math and the easiest way to get the answer.

Early Exits Workshop Videos from Silicon Valley ACA National Summit - Part 2 - Exit Strategy



This is the second part of the video from my Early Exits Workshop at the Angel Capital Association Summit in Silicon Valley.

This section is titled "Exit Strategy". It contains information on:

- exits are healthy but not well understood
- seven steps to plan for a successful exit
- financing strategies for early exits

You can watch this in high definition video on your PC or iPad. You should even be able to watch it on your iPhone (if it's reasonably new).

Here's the [link](#). The following sections of this workshop will be released about weekly over the next while.

Exit Strategies Workshop in Vancouver November 4, 2010

The Vancouver Angel Forum and Vantec Angels are hosting a return of the Exit Strategies workshop here in Vancouver on November 4 at SFU downtown. If you weren't able to attend my



workshop in Silicon Valley, you can receive the same great content, and learn more from local experts like Steve Lukas, Axel Christiansen and others.

This workshop also sold out the two previous times it was offered in Vancouver, so I recommend you register early and take advantage of the early bird discount.

There is more on the [workshop content page here](#).

The registration page, and more information, is on the Angel Forum website at [this link](#).

VEF Event - Super Angels: The New New Thing – Vancouver September 21, 2010



Did you know that angels finance 27 times more early stage tech companies than traditional Venture Capital funds? Did you know that companies are now regularly raising \$5 or 10 million all from angels?

I'll be moderating a panel with Paul Kedrosky from San Diego, Geoff Entress from Seattle and our own Boris Wertz and Irfhan Rajani.

I also expect this event to sell out early - so don't delay. [Register here](#).

Please Forward This Email to Anyone Who Would Benefit

If you know someone that would find this type of information valuable, please forward this email to them.

Good luck with all of your exits!

A handwritten signature in blue ink that reads "Basil".

Basil Peters
www.BasilPeters.com

If you'd ever prefer not to receive this newsletter, please just click on the link below, reply to this email or call Linda at 778.384.1372. This information is also available on my blog, or from the blog's RSS feed, at www.AngelBlog.net.
