

## The Exit Strategies Workshop Videos | The Exit Strategies Newsletter - Issue 9

I'm pleased to announce that the Vancouver Angel Forum is hosting another Exit Strategies Workshop in Vancouver on November 27.

This will be the sixth time the Exit Strategies Workshop has been presented. Each time, the content and delivery gets better. I believe this is:

***"The most valuable workshop on selling private companies anywhere."***

As part of our goal of helping to educate entrepreneurs and investors everywhere, we are pleased to offer the full content of the 2011 Exits Strategies Workshop, in high definition video - for free. This newsletter highlights the first three videos.

If you are thinking about attending the 2012 Exit Strategies Workshop, please register soon - this workshop sells out earlier every time it's offered. Registration details are below.

All the best,



Basil

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## The Exit Strategies Workshop 2011 Part 1 The Economy Has Changed

The first presentation at The Exit Strategies Workshop 2011 describes why this is a "Golden Era for Entrepreneurs."

Highlights of Part 1:

1. The big tech companies aren't creating wealth anymore – for their investors or employees.
2. Startups create ALL of the new jobs.
3. Four changes that make entrepreneurs money.



---> [Watch Part 1 of the 2011 Exits Workshop here](#)

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## The Exit Strategies Workshop 2011 Part 2 We Need More Exits

In the second presentation at The Exit Strategies Workshop 2011, Mike Volker describes why Angel investors are saying: "We need more exits."

Highlights of Part 2:

1. Vesting – more important than most investors realize
2. Clear, clean cap table – No OPTIONS!
3. The Challenge: How to Exit? Who can help?



---> [Watch Part 2 - We Need More Exits - here](#)

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## The Exit Strategies Workshop 2011 Part 3 Every Company Needs an Exit Strategy

The third presentation at The Exit Strategies Workshop 2011 explains why every company should have a clear, signed exit strategy.

Highlights of Part 3:

1. Why the exit strategy is the most important element in the business plan.
2. Why it's essential to have alignment on the exit strategy and how to maintain it.
3. A focus on exits is healthy – it does not detract the team from their primary mission.



---> [Watch 'Why Every Company Needs an Exit Strategy' here](#)

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**Early Bird Registration - Exits Workshop November 27 in Vancouver**

**Please do not delay - this workshop always sells out**



The Vancouver Angel Forum is once again hosting The Exit Strategies Workshop on Tuesday, November 27, 2012.

This workshop covers every aspect of private company exit planning and execution.



The speakers and panelists are a combination of industry experts, and CEOs who have sold their companies.

This workshop is for CEOs, founders, directors and investors.

If you are thinking of selling a company in the next few years, this workshop will be invaluable.

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If you know someone who would find this newsletter relevant, please forward it to them.

If you missed any of the previous newsletters, they are [archived here](#).

I hope to see you on November 27th in Vancouver!



Basil Peters  
[www.Exits.com](http://www.Exits.com)

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