

Business Angel Academy

Typical programme

The event is animated by a representative from France Angels.

- 8h30 **Welcome**
- 9h00 **Introduction to the content of the day**
Speaker: 1 well-known/visible representative from the region
- 9h15 **Session 1: What is a business angel?**
- Profile and motivation of business angels
 - Summary of the national survey conducted in 2004
 - The investment process: sector, amounts, and estate management
- Speakers: *1 or 2 business angels (if possible local)*
- 10h00 **Session 2: The role of business angels for the creation of new enterprises**
- Financing tools and financial actors: what role for the business angel?
 - Beyond the financial aspect, what role for the business angel?
 - Complementarity and potential conflicts between financial actors
- Speakers: *1 venture capitalist, 1 seed capital investor, 1 entrepreneur support structure*
- 11h15 **Coffee break**
- 11h30 **Session 3: The different steps to investing for the business angel**
- How to identify projects?
 - How to screen projects and assess risk?
 - Evaluation and valorisation of companies: legal and fiscal aspects
- Speakers: *1 BAN manager, 1 incubator or science park manager, 1 business angel*
- 13h00 **Lunch**
- 14h15 **Session 4: The relationship between entrepreneurs and business angels**
- Capital share and decision-making power
 - Shareholders' pact : objectives and main elements
 - Exit routes (duration, value, conditions and methods/options)
 - Financial, legal and fiscal issues
- Speakers: *2 couples entrepreneur/angel*
- 15h50 **Break**
- 16h00 **Session 5: How to become a business angel? In which structure/framework?**
- Information sources, of national and local contacts
 - Business angel networks
 - The necessity of becoming member of a BAN
- Speaker: *1 BAN manager, 1 independent business angel*
- 16h45 **Conclusions**
Speaker: *1 person representing the officials*