

DANCING WITH ANGELS

Overview

Dancing with Angels is a customized, face-to-face consulting service for entrepreneurs seeking to reach angel investors. Our goal is to make a more efficient market for high growth entrepreneurs in search of seed stage funding from non-institutional sources. We will help you discover what the right source of funding is for your company, and what steps you need to take to improve your chances. The service is provided by experienced angels who know how to communicate with emerging entrepreneurs. It includes three components for one fixed fee.

Services

Each engagement includes three components:

- 1. An outline describing the format and contents of a proper business overview and financing proposal will be provided to the entrepreneur. Upon filling out and submitting these documents, they will then be personally reviewed by an experienced angel prior to the one-on-one meeting between entrepreneur and angel.*
- 2. Up to two founders will have the opportunity to discuss their business proposal, funding requirements, and/or strategies for receiving funding during a one hour face-to-face meeting in the greater Washington DC area. The experienced angel will have read the provided material and will engage with entrepreneur during the structured meeting (generally 1/3 presentation, 1/3 Q&A and 1/3 feedback).*
- 3. After this meeting, the angel will be available for a follow-up 15 minute phone conversation at a mutually agreed upon time. This will provide the entrepreneur with some time absorb the initial comments, implement suggestions, and get additional feedback.*

Providers

Dances with Angels is a service of New Vantage Group, a leading angel investing firm located in Vienna, VA and founded by John May. New Vantage Group has operated several Dinner Clubs, Angel Groups, and manages an annual venture capital bootcamp. New Vantage Group has invested millions of dollars in over 50 companies since the late 1999. For more information, visit: www.newvantagegroup.com.

John May

John has co-founded five angel groups, the Angel Capital Association, the World Business Angel Association, and was the 2010 recipient of the Hans Severiens Award for Outstanding Contribution to Angel Investing from the ACA, recognizing the impact he has had on developing angel communities throughout the world. May is the co-author of two books on angel investing, "Every Business Needs an Angel" and "State of the Art: An Executive Briefing on Cutting-Edge Practices in American Angel Investing".

He is a lead instructor for the "Power of Angel Investing" seminar, a Batten Fellow at the Darden Graduate School of Business Administration at the University of Virginia and a Managing Director of Seraphim, a UK-based venture capital fund. With over 20 years in the industry, John reviewed thousands of business plans and had a front row seat to observe many successes and failures.

Jim Hunt

Jim Hunt began his business career as the founder, CEO, and President of BDS, Inc. He grew the firm from \$125,000 in sales in 1981 to \$85 million in 1992. Following BDS, Mr. Hunt was a consultant to many technology companies before he became the Managing Director of System Integration at Price Waterhouse. In 1996 he left Price and became the founder, President, and CEO of EYT, Incorporated. Founded with only \$500,000, in its fourth full year of operation, EYT met objectives of over \$75 million in sales and employed over 220 people worldwide. Jim has recently joined 4Dco., Inc, a private investment and consulting company. In addition, he was a former Board Chairman of COMPTIA (Computing Industry Trade Association,) a board member of four other companies, and an adjunct professor at Georgetown University Business School.

Fee

The cost for the three part service is \$495. Payment is due at the beginning of the one-on-one session. There are no refunds. Cancellation or rescheduling the meeting without 76 hour prior notice is subject to a fee of no less than \$100.

What it is Not!

Participants are requested to sign an agreement stating the following:

- The entrepreneur does not expect any funding from the angel or his/her affiliated angel group.*
- All materials and conversations are shared freely without an NDA or confidentiality agreement.*
- The entrepreneur agrees not to distribute or publish the written evaluation provided to them.*
- The entrepreneur will pay a cancellation fee if they fail to make the scheduled appointment.*

What is Next?

To inquire further about the Dances with Angels program or to set up an appointment, please contact John May at 703-255-4933 or john@newvantagegroup.com. The outline for the business overview and financing proposal can be downloaded at www.newvantagegroup.com/consulting/dwa