

Business Angel Master classes

Throughout the year YABA organises a series of Master classes around the Yorkshire and Humber region aimed at giving business angels more information about private equity investing.

The forthcoming Master classes for North Yorkshire are detailed below with more to follow in other parts of the region.

Dec 2009, York

Selecting and evaluating an investment opportunity

David Dickson, Garbutt & Elliott

- What to look for in a business plan?
- Due diligence you can undertake yourself
- How to assess financial forecasts

Jan 2010, York

Intellectual Property – Understanding license opportunities

- Calculating the true cost of a license
- Main elements of a license
- Negotiating agreements
- Future cost of maintaining IP

Feb 2010, Harrogate

Valuing a young company

Martin Holden, Saffery Champness

- What to take into consideration
- Methods of valuing a company
- Future values

March 2010, Harrogate

Negotiating an equity investment deal

Ross Clark, Hempsons

- Negotiating skills
- Heads of terms
- Syndicate deals
- Shareholder agreements

April 2010, Harrogate

Coaching for growth

- How to manage the growth post investment
- Achieving sales targets
- Build value into the business
- Mentoring/NED role at Board meetings

May 2010, Harrogate

Exit strategies

- Building value for sale
- Maintaining the value of IPR
- Preparing for due diligence



Open to all YABA business angel members and prospective members. There's no charge for attending – and you can choose to attend all six and complete the series, or just attend the ones you think will be most useful to you.

Look out for more information at www.yaba.org.uk