

# Chicago ArchAngels Business Program

Accelerated Business Training for Employment in Start Up Companies or Angel and Venture Capital Investment Funds



The Chicago ArchAngels provides a hands-on training in business and smart angel investing. Taught by Chicago startup and investment professionals, this course offers considerable opportunities to learn and network among top innovators. Students and professionals will enhance their entrepreneurial skills, turning them into great candidates for startups, jobs in investment firms, or for angel groups.

## About Us

Operating since 2012, the Chicago ArchAngels is an active angel group that invests in a wide array of companies around the country. Our portfolio companies are delivering innovations in a multitude of industries: e-commerce, digital technology, artificial intelligence, health care, cybersecurity, medical devices, green/clean technology, advanced manufacturing, informatics, and biotechnology.

As our portfolio companies rapidly expand they will tap the Chicago ArchAngels network when hiring for their managerial and professional positions.

We are growing on the world market. In the fall of 2017 the Washington DC ArchAngels, our parent organization, launched its first international forum in China.

## Chicago ArchAngels -- Fellows Program

The year long program will accept rolling enrollment. It is open to all students, graduates, and professionals. Foreign nationals are encouraged to apply. Classes meet two evenings per month and eight Saturday sessions at a Loop location. Business plans, pitch reviews and case studies will be evaluated at each meeting. Fellows will organize a pitch competition.

The fee for the program, which includes all course materials, is \$6,950. Payment options are available.

Each participant will receive a comprehensive reference letter upon completion of the course. Graduates will have cultivated a network for future employment and business opportunities.



## You are Invited to Learn More

In this program, you will receive an educational experience that cannot be found at any academic institution. You will be mentored by business leaders and investors who will lead you through business plan reviews, pitch reviews and case studies. Upon completion of the year long program, you will be equipped to launch a successful company or a promising investment career.

- *Learn how to evaluate investments in start up companies with high growth potential.*
- *Immerse yourself in the innovation investment community.*
- *Meet company managers who are hiring for technical and managerial positions.*

For more information and to schedule an interview, contact:

**Suzanne Reade 773.857.0996**  
**sreade@chicagoarchangels.com**  
**www.chicagoarchangels.com**

## Chicago ArchAngels Training Program Curriculum

### Understanding the Startup Process

|                          |                      |
|--------------------------|----------------------|
| Types of opportunities   | Planning for growth  |
| Creating long term value | Building a team      |
| Revenue models           | Planning for an exit |

### Evaluating Companies for Investment

|                                   |                   |
|-----------------------------------|-------------------|
| Contracts/agreements              | Market analysis   |
| Legal and regulatory issues       | Metrics           |
| Capital raise process             | Scaleability      |
| Growth and capital needs          | Value proposition |
| Competition and barriers to entry | Management team   |

### Investment Basics

|                     |           |
|---------------------|-----------|
| Term sheets         | Cap table |
| Types of investment | Valuation |

### Protecting Company Assets

|                          |                       |
|--------------------------|-----------------------|
| Effective communications | Financing options     |
| International business   | Partnerships          |
| Employees and vendors    | Intellectual property |

### Trends and Opportunities in Angel and Venture Investment

|                         |                        |
|-------------------------|------------------------|
| E-commerce              | Medical devices        |
| Digital technology      | Green/clean technology |
| Artificial intelligence | Advanced manufacturing |
| Health care             | Informatics            |
| Cybersecurity           | Biotechnology          |

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## 2018 Faculty and Guest Speakers

**Scott M. Anderson**, a principal at Anderson Financial Services, brings 24 years of experience performing business valuations, investment banking services, and cash projections at Deloitte, Robert W. Baird, and restructuring firms in the Chicago area. His advisory work has focused on the critical role of financial forecasts for business transactions, financial restructuring, and enterprise valuation. Mr. Anderson has a BSEE from Northwestern University and an MBA from the Booth School of Business at the University of Chicago.

[www.andersonfsllc.com](http://www.andersonfsllc.com)

**Adam Falkof** is an attorney at Quarles & Brady LLP. He represents a number of Chicago's leading early-stage startups and works with technology accelerators, angel investors, and venture capital funds. A successful entrepreneur himself, he also writes a monthly newsletter that features early stage Chicago companies. He has a J.D. from University of Iowa and a B.A. in international relations and political science from George Washington University.

[www.quarles.com/adam-j-falkof](http://www.quarles.com/adam-j-falkof)

**Matthew D. Geiger** has over 15 years of strategic finance experience across a broad range of investment types. He is a founding partner of Lakeland Ventures, focused on early investment and incubation of non-invasive medical technologies and digital health. Also an entrepreneur, he is a co-founder of two medical technology companies: Morelight Technologies, and his current focus, Ovid BP Systems. Mr. Geiger has B.S. in biology from the University of Wisconsin-Madison and holds the Chartered Financial Analyst designation.

[www.ovidbp.com](http://www.ovidbp.com)

**Aaron Gillum** has over 15 years of experience in venture capital, entrepreneurship, and strategy and restructuring consulting to Fortune 500 and middle market companies. He co-founded Caerus Investment Partners, an early-stage venture fund focused on tech startups in the Midwest and New York City. He has assisted portfolio companies with strategic planning, sales, and marketing strategy. Mr. Gillum has an MBA from the University of Chicago Booth School of Business and a B.A. in economics and public policy from the University of Michigan.

[www.caerusip.com/aaron-gillum](http://www.caerusip.com/aaron-gillum)

**Behice Ece Ilhan** founded Marketuitive, a consulting and marketing strategy company. She has diverse expertise in consumer insights, market research, social media marketing, transmedia brand storytelling, and media engagement. Ms. Ilhan is an Adjunct Professor at Kellstadt Business School at DePaul University and teaches MBA level Brand Management and Marketing Strategy classes. She has a Ph.D. from the Department of Business Administration at the University of Illinois at Urbana-Champaign.

[www.linkedin.com/in/behiceeilhan](http://www.linkedin.com/in/behiceeilhan)

**Brian Jenkins** started as a news reporter and anchor on television and radio, spending most of his career as a correspondent and anchor for CNN. For 22 years, he traveled worldwide covering wars, natural disasters, politics, and economics. Afterwards he ran his own video communications company. In 2009, he became a financial advisor, connecting Asian investors with opportunities in North America. He is a guest on business programs discussing international commerce and finance, and he speaks to civic groups about international conflict and security.

<http://www.wavecapitalpartners.com/brian-jenkins>

**Kurt Johnson** has 25 years of experience in Fortune 500 and entrepreneurial leadership in biotech, hospital supply, IT outsourcing, management consulting, retail, and supply chain. Mr. Johnson managed businesses in Western Europe, Latin America, and Asia Pacific, along with launching non-U.S. multi-nationals in North America. He also founded three technology companies. His sales and management career has sold over \$300M in goods and services. He earned his MBA from Northwestern University's Kellogg School of Management.

<http://www.purplearchventures.com/team>

**David J. Lynam** is a Chicago attorney with 30 years of experience representing entrepreneurs. He is a frequent guest lecturer in international entrepreneurship for the Kellogg Global Executive Education program at Northwestern University, and at the Entrepreneurship for the Master's Program in the DePaul Business School. Mr. Lynam is currently Chair of the Union League of Chicago Entrepreneur Group.

[www.lynamlaw.com/about-lynam-and-associates](http://www.lynamlaw.com/about-lynam-and-associates)

**Stella Su** is a business advisor and investor with over 20 years of M&A, finance, and management consulting experience across the globe. She has assisted over 100 businesses, from startups to Fortune 500 companies, in a wide range of business sectors. Ms. Su is a CPA, accredited in business valuation, and she holds FLMI and ChFC certificates. She earned her MBA and M.A. from the University of Illinois at Chicago with concentrations in finance and economics. She earned a B.S. in finance from Renmin University of China.

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**LeAnne M. Cabalka Tourtellotte** is Co-Founder and CEO of JL Biosciences. She serves as the Executive Director for Vieo Strategies and Director of the Midwest Co-Investment Network. She is also an active angel investor. Ms. Tourtellotte has considerable experience in intellectual property management, technology licensing, business development, and start-up company management. She holds an M.S. from the University of Iowa in anatomy and cell biology, and an MBA from The Olin School of Business at Washington University.

[www.vieostrategies.com](http://www.vieostrategies.com)