

Picture yourself sitting across the table from an investor who wants to own a portion of your business in exchange for the cash you need.

This informative seminar will prepare you to understand the key terms of early-stage financing deals. What are the various rights that investors will demand, and where do you need to push back to make sure that your interests are protected?

Don't rely on your attorney to make decisions – if you understand the language of the negotiations, you can stay in control.

Please join us to learn about preferences, conversion rights, information rights, voting arrangements, redemption conversion, and more.



SONOMA MOUNTAIN  
BUSINESS CLUSTER

1300 Valley House Drive, Ste. 100  
Rohnert Park, CA 94928  
707-794-1240  
www.somobc.org



## You're Invited to Attend Business Essentials Series & Brown Bag Lunch

**Date:** Thursday, October 29, 2009

**Time:** 12 noon – 1:30 p.m.

**Location:** SMBC Conf Room B

**Topic:** Term Sheets and Deal Structuring

**Speakers:** Scott Smith and Teresa Pahl. Scott and Teresa are both partners at Hanson Bridgett LLP in San Francisco. Their practices are in corporate, securities, tax and real estate law and transactions. Their clients range from emerging companies to publicly traded companies, and they each have many years of experience in representing both companies and investors in financing transactions.

**Fee:** \$20 at the door (free to SMBC tenants and sponsors)

**RSVP:** [KariZ@somobc.org](mailto:KariZ@somobc.org)  
707-664-6200