

The Exit Strategies Newsletter - Issue 1

Welcome to the first edition of The Exit Strategies Newsletter. I hope you find it informative.

Why Every Company Should Have an Exit Strategy

This is the first in a series of articles on how to design and execute an optimum exit for your company. Future installments will discuss: how exit strategy drives financing strategy, corporate DNA, who the buyers are, secondary sales, building an exit plan, the exit timeline and ways to maximize your exit value. This article was written for the [Acetech Newsletter](#): CEO Snapshots.

The full post is online [here](#).

Google Wants Even Earlier Exits than in "Early Exits"

The main thesis of my book [Early Exits](#) is that entrepreneurs and angel investors would make more money, and have more fun, if they built companies around a strategy of [early exits](#).

But even I was surprised to learn just how early Google wants to do acquisitions.

Read what one of the top five guys in Google's M&A group says about their preference for early exits [here](#).

Inc Magazine Selects Early Exits as "Best Books for Business Owners of 2009"

I'm very pleased to say that Inc. Magazine has selected my book, [Early Exits](#) as one of their "[Best Books for Business Owners of 2009](#)."

Angel Term Sheet Evolution

Angel investors are evolving their thinking on term sheets. In the past, some angels used convertible notes or "heavy preferred" term sheets - similar to what traditional venture capitalists would use. Angels have also used common and exchangeable shares.

This video series describes the Rosen Light Pref Angel Term Sheet developed by Dan Rosen, Chair of the Alliance of Angels in Seattle. Term sheets are a particularly important topic today as angel groups develop methods for more frequent syndication, or co-investment. This video was from a Bellingham Angel Group Education Breakfast November 17, 2009.

Watch the free, high-definition, video [here](#).

Please forward this newsletter to anyone you think would find it valuable.

Good luck with your exits,



Basil Peters
www.Strategic-Exits.com
