

## More Exit Strategies Workshop Videos | The Exit Strategies Newsletter - Issue 10

This issue of The Exit Strategies Newsletter highlights three more videos from the 2011 Exit Strategies Workshop.

These presentations illustrate why attendees value this workshop so highly. (Here's some [feedback from previous workshop attendees.](#))

We're nearly sold out for this November's Exit Strategies Workshop. There's only a few seats left. Details on how to register are below.

---

## The Exit Strategies Workshop 2011 Part 4 - Types of Buyers

This video describes the surprisingly different types of buyers actively buying private companies today.

1. It's not unusual to have all four types of buyers simultaneously trying to buy a company.
2. Each type of buyer thinks and acts differently.
3. One thing they have in common - too much cash.



---> [Watch Part 4 of the 2011 Exits Workshop here](#)

---

## The Exit Strategies Workshop 2011 Part 5 - Public Buyers

In the fifth presentation at the Exit Strategies Workshop 2011, Blake Corbett discusses public buyers.

1. Who has cash?
2. Who is spending it?
3. Acquisitions are taking place at all levels.



---> [Watch Part 5 - Public Buyers - here](#)

---

## The Exit Strategies Workshop 2011 Part 6 - Financing Strategy for Maximum Exit Value

1. What is Sub Debt and who is it useful to? In what types of exit transactions?
2. Seven reasons to create a financing package.
3. Case Study: Buy Me Inc.



---> [Watch 'Financing Strategy for Maximum Exit Value' here](#)

**Register for the The Exits Workshop November 27 in Vancouver  
Please do not delay - this workshop always sells out**



The Vancouver Angel Forum is once again hosting The Exit Strategies Workshop on Tuesday, November 27, 2012 at Simon Fraser University downtown Vancouver.

This workshop covers every aspect of private company exit planning and execution.



The speakers and panelists are a combination of industry experts and CEOs who have sold their companies.

This workshop is for CEOs, founders, directors and investors only.

If you are thinking of selling a company in the next few years, this workshop will be invaluable.

[Registration, and more information, here.](#)

If you know someone who would find this newsletter relevant, please forward it to them.

If you missed any of the previous newsletters, they are [archived here](#).

I hope to see you on November 27th in Vancouver!

*Basil*

Basil Peters  
[www.Exits.com](http://www.Exits.com)