

The Exit Strategies Newsletter - Issue 4

Welcome to The Exit Strategies Newsletter Issue 4. If you missed any of the previous newsletters, they are [archived here](#).

Early Exits Workshop Silicon Valley Parts 3 and 4



The last videos from my Early Exits workshop in Silicon Valley are now online.

Part 3 is about [exit execution](#), and part 4 is on [exit valuation](#).

All the videos from this workshop are available in high definition on my blog at www.AngelBlog.net, and on [YouTube](#).

Bill Payne Presenting Early Exits Workshops – New York this week



This year, I presented two Early Exits workshops in Vancouver, and two in Silicon Valley. All four workshops sold out, and the audience response has been very gratifying. The word is spreading and I've been getting more requests to present workshops than I can accommodate.

I'm very pleased to announce that Bill Payne is now also presenting the Early Exits workshop. He completed the first workshop in Montana earlier this month. This week he is presenting to the [New York Angels](#) - this link shows it also sold out.

In my opinion, Bill is America's preeminent angel educator, and I'm honored that he's presenting the Early Exits workshop.

If you'd like to discuss an Early Exits workshop in your city, just reply to this email or call Linda at 778.384.1372 for more information.

I'm speaking about Early Exits in Boston next week



Next week, I am speaking about Early Exits in Boston as part of the New England Angel Education Series. This event is hosted by the Angel Capital Association (ACA) New England, and the Angel Capital Education Foundation (ACEF). These organizations are doing very important work in organizing and educating angels in America and around the world.

If you are in the Boston area there may still be time to register: ne-angels.com/

The Exit Coach Post

As more and more companies capitalize on early exits, there has been increasing demand for a new type of professional service. The need is for a professional to assist companies in evaluating and planning their exits before they are ready to engage an M&A advisor or investment banker.

This is a new idea, and there isn't even an agreed upon name for it yet. I think it will be called an "Exit Coach." [This post](#) describes what I am seeing in the market and how I think this new service fits into the exit transaction industry.

Please let me know what you think by posting a comment on AngelBlog or replying to this email.

TED Talk



I was invited to present a TED talk at TEDxUBC. This was a little different from the talks I usually give. The organizers wanted me to speak about what educators could do to prepare our young people for their worklife

in our new global, online economy.

Content warning - I've had reports that this video scares young people (a good thing).

This is the [link](#).



The Frank Peters Show

Frank Peters has the biggest angel related site in the world. His weekly podcasts on angel investing are listened to by tens of thousands of angels and entrepreneurs.

Frank hosted John Huston and me recently for a segment titled "*Early Exits in Practice*."

You can listen to the podcast [here](#). I hope you enjoy it.

Please Forward This Email to Anyone Who Would Benefit

If you know someone who would find this type of information valuable, please forward this email to them.

Good luck with all of your exits!

A handwritten signature in blue ink that reads "Basil".

Basil Peters
www.BasilPeters.com