ENET
The Boston Entrepreneurs' Network

## Caryn Davies

- Founder of Podium Law; specializes in startups
- Previously practiced at Goodwin
- Two-time Olympic champion in rowing

Scan for contact info:

1. **Founder equity and vesting:** Building your foundation.
2. **Funding before a valuation:** Using SAFEs and other early tools.
3. **Understanding and negotiating SAFEs:** What founders should know.
4. **Negotiating a term sheet:** It's not just about the valuation.

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## Tom Grant

- Chief Operating Officer at Panoptic
- Founder at ILA Capital
- Previously a foreign exchange trader

1. **Types of investors across the journey:** Angels, seed funds, venture funds, strategics.
2. **Matching investor type to stage:** What angels want to see vs. what an institutional investor will underwrite.
3. **How to tailor your pitch:** Story and metrics that resonate with each type of investor.
4. **Managing relationships:** Keeping early angels aligned as you bring in institutional capital.

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## Marcia Hooper

- Partner at Branch Venture Group
- over 35 years of venture investing experience
- Senior Advisor to Bowside Capital
- Served as director of over 30 private and publicly listed companies

*marcia@branchventuregroup.com*

1. **Valuation** (incl. difference between pre- and post-money)
2. **Dilution**
3. **How to approach investors**
4. **Negotiation strategy**