

Early Stage East's Eighth
Entrepreneurial Education Program

From *Vision* to *Value*

Sponsored by:

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EARLY STAGE EAST®

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Part I – Capital Formation--Wednesday, February 28, 2006 from 7:30-10:30 am

Experts will address the various options for formation offering a broad overview of entity structure. Discussions will include the pitfalls of financing, negotiating term sheets, and how funding will affect organizational structure.

Part II – Growing Profitability--Wednesday, March 22, 2006 from 7:30-10:30 am

A panel to include an M&A representative, investment banker, a mezzanine representative, a corporate lawyer will address how to grow your company's profitability. Panelist will answer concerns with growing your company organically, what mezzanine funds are looking for and what industries are favored.

Part III – Valuing Employees--Wednesday, April 19, 2006 from 7:30-10:30 am

With the growth of your company, implementing strategies for valuing employees is crucial to your success. Experts will discuss executive compensation stock and cash options, performance based compensation, and how best to implement these strategies.

Part IV – Creating Liquidity--Wednesday, June 7, 2006 from 7:30-10:30 am

To complete the networking series, a panel will discuss the process of exiting and creating liquidity for your company. This is an excellent opportunity to ask our panelists about exit strategies, legal issues, how to structure the deal, and wealth management.

All sessions will be held at:

Marvin Comisky Conference Center

One Logan Square

Philadelphia, PA 19103-6998

For registration information please visit us at www.earlystageeast.org or
contact us by email info@earlystageeast.org or phone 302-777-2460.

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Register now! Only \$55 per session or only \$175 for all 4 sessions! Attendance is limited and available on a first-come, first-served basis, so register early!

**Phone: 302-777-2460
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