

The New Jersey Center for Innovation Acceleration
The Entrepreneurs Academy

BUILD YOUR FINANCIAL MODEL & VALUATION OF EARLY STAGE COMPANIES

A Hands-On & Intensive Workshop to
Assist You in Raising Capital

“Financially savvy entrepreneurs raise capital 10x more frequently than others. You can too!”

Session I and II:

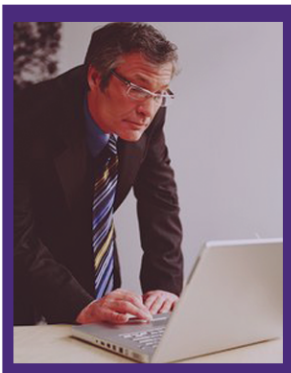
Financial Modeling Essentials for Raising Capital

Workshop Length: 2 Days

9:00 a.m. – 5:00 p.m. (lunch included)

This workshop covers all the key aspects of developing a financial model which is defensible to all types of investors. You will build your own model, make the assumptions, learn about P&L, balance sheets, cash flow statements, and apply valuation techniques for your business. You will also be able to demonstrate the impact of alternative capital structures on the value you create over time.

- Approximately 8 hours of online pre-work & resources are supplied and recommended for review to prepare you for this workshop.



BRING YOUR LAPTOP



EXCEL 2003
OR HIGHER



Session III:

Valuation of Early-Stage Companies

Workshop Length: 1 Day

9:00 a.m. – 5:00 p.m. (lunch included)

Valuation is often described as being more of an art than a science. That statement particularly holds true when attempting to place a value on an early-stage company with limited assets and operating history, where the primary value may be its human capital, intellectual property, and future potential. Conventional valuation methods designed for mature businesses generally prove to be inadequate in applying them to early-stage companies. This seminar is a hands-on workshop that provides insight into valuation approaches used by venture capital firms to develop a basis for evaluating and pricing venture capital investments.

*“Cash flow
and cash management
are the key to
business and financial
success.”*

Check our website for updates!



Workshop Dates and Locations:

Session I and II Financial Modeling Essentials for Raising Capital (2 days)

October 1-2, 2009, NJCU
October 8-9, 2009, SCC

November 16-17, 2009, NJIT
December 2-3, 2009, NJIT
January 14-15, 2010, NJIT

Session III Valuation of Early-Stage Companies (1 day)

October 30, 2009, NJIT

December 17, 2009, FDU
January 28, 2010, NJIT

Registration Cost: \$50 per participant.

This program has been funded through a grant from the U.S. Department of Labor.

The workshops are presented by The Globecon Group, a leading provider of professional development for corporate and investment banking institutions. Each session is delivered by an experienced banking industry professional and will provide participants with valuable information to assist with creating a defensible business plan. Please check online for the latest information on workshop dates and locations.

Register Now at: <http://www.northjerseypartners.org/FinancialTraining.htm>



Included in your Registration fee, you will receive a **FREE** Globecon eLearning account!

PLUS access to webcasts, spreadsheets, formulas, video lessons and more!

Your Globecon eLearning account contains your selected prework courses on:

1. Financial Statement Analysis
2. Financial Statement Uses and Limitations
3. Income Statement Fundamentals
4. Cash Flow Analysis
5. Accounting Ratios and Comparative Corporate Analysis
6. Proforma Forecasting and Analysis

To qualify, you must live, work or operate a business in **Bergen, Essex, Hudson, Morris, Passaic, Sussex, Union or Warren County in NJ**. Consult online to see other restrictions which may apply.

Class size is limited to 25 people.

Participants should bring their own laptop with Excel 2003 or higher.

Locations: (NJIT) New Jersey Institute of Technology - Newark EDC
(FDU) Fairleigh Dickinson University - Madison NJ
(NJCU) New Jersey City University - BDI
(SCC) Sussex Community College - Newton, NJ

For more details, visit us online at: www.northjerseypartners.org/FinancialTraining.htm
or call 973-596-5305 (or 5825)