



Video Leadership Seminars: What a CEO and CFO Need to Know Before Signing a Term Sheet With Heather Stone of Edwards Angell Palmer & Dodge LLP (Video Leadership Seminars) (Video Leadership Seminars)

Heather Stone

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The goal of this Video Leadership Seminar™ is to provide executives with critical information on negotiating term sheets. The DVD is viewable on any computer or Video iPod and features 80 minutes of live video with Heather M. Stone of Edwards Angell Palmer & Dodge LLP sharing her best practices on the eight key areas CEOs and CFOs need to pay the most attention to when negotiating and signing a term sheet with investors. The Video Leadership Seminar™ provides an inside look at negotiation strategies for the management team and the best case scenarios for each of the major clauses in the term sheet.

Topics covered in the Video Leadership Seminar™ include:

Step by step analysis of the 10 most important deal points

Specific negotiation strategies for getting your best case scenario in each of these 10 areas

Due diligence steps you should take before signing a term sheet

Problem areas to avoid in term sheets

Key provisions to include in a term sheet to make future financings or exit strategies more efficient and profitable

Understanding east coast versus west coast differences in term sheets and structurings

Roles and motivations of each party and how you can use this to your advantage

Case Studies of specific situations and what you should learn from them

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