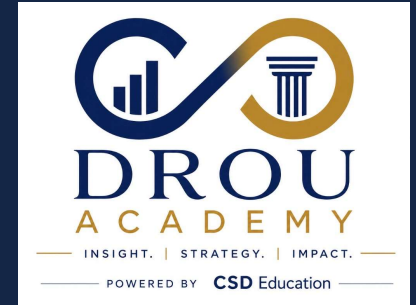


# Angel Investing and Venture Capital Playbook

Selected Excerpts from My Forthcoming Book

Chris Droussiotis

Drou Academy Pre-Launch Seminar | May 20, 2026 | 12:00–1:30 PM EST



## Biography



**Chris Droussiotis**  
Senior Managing Partner  
Kinisis Venture Limited

Lecturer and Author

My training and expertise is in the area of Investment Banking. I spend over 30 years working for numerous financial institutions in various executive management positions at **Bank of America**, **Merill Lynch**, **CIBC Oppenheimer**, **Mizuho Financial Group**, **Bank of Tokyo-Mitsubishi Trust UFJ**, **Sumitomo Mitsui Banking Corporation**

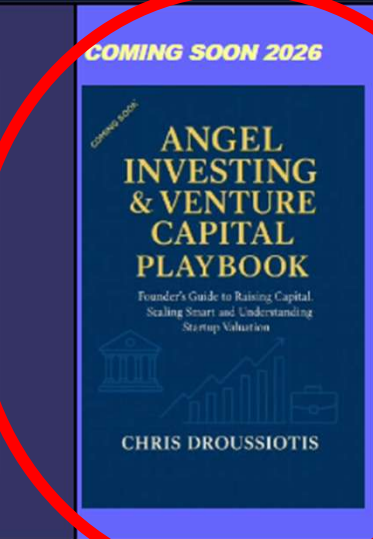
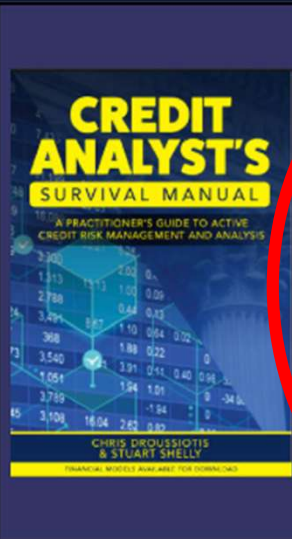
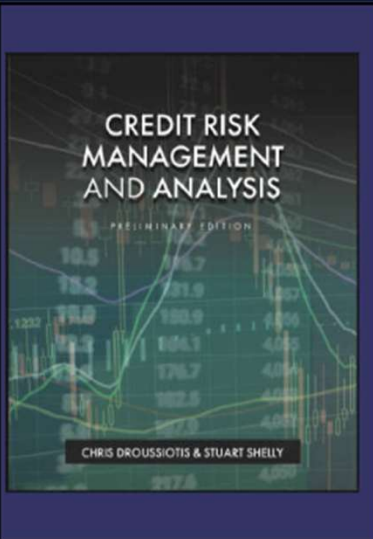
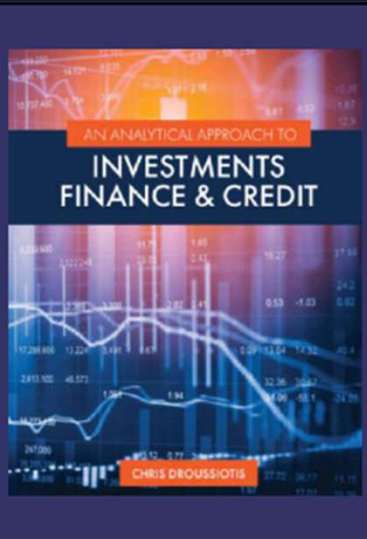
I was the Managing Director, General Manager and the Head of the Leverage Finance, Private Equity Sponsor Group & Structured Finance Department at Sumitomo Mitsui Banking Corporation (SMBC) managing a loan portfolio of over \$10 billion of large cap and middle market leveraged loans, as well as investments in SPV funds, CLOs and BDCs that are backed by leveraged loans and high yield bonds.

On April 2018, I left SMBC and join Kinisis Ventures Limited (KV), as a Senior Managing Partner. At KV, I am responsible with the financial analysis and valuation of start-ups. I am also an interim CFO for many of our portfolio companies.

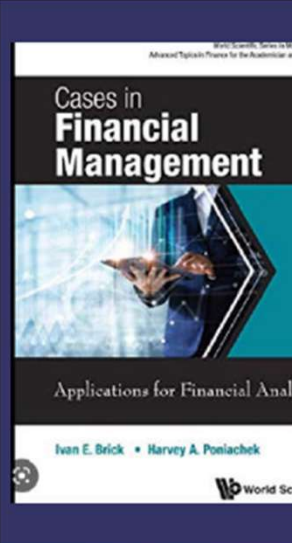
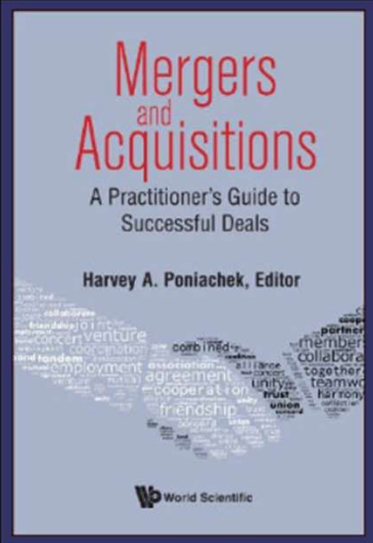
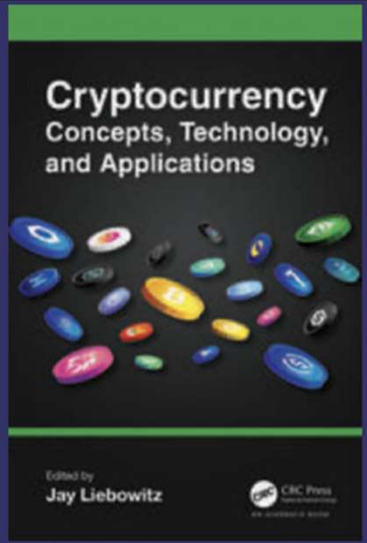
**KV was established in 2018 to invest in Cypriot Companies and help them enter the US Market. Since 2018 we invested in 8 companies and raised a couple of funds (F&F and RAIF CySEC Startup Fund I). We are in the process of raising Fund II in the US)**

I am also an adjunct Finance Professor and Lecturer for the last 20 years teaching at various college and universities including at Columbia University, Fordham University and Seton Hall University.

I also published three books **"The Analytical Approach to Finance, Investments and Credit"** , **"Credit Risk Management and Analysis"** and **"Credit Risk Analyst's Survival Guide"**

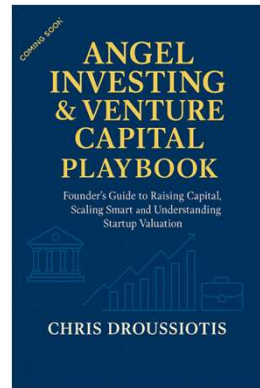


**PROFESSOR COLLABORATED (WRITTEN A FEW CHAPTERS) FOR THE FOLLOWING TEXTBOOKS:**



# Why I am Writing This Book

- Too many founders raise capital without understanding how investors think.
- Too many investors evaluate startups without fully understanding the founder's journey.
- This playbook bridges capital raising, use of capital, valuation, scaling smart, governance, and investor returns.
- The objective: practical finance for founders, students, angels, and finance professionals.



# Table of Contents

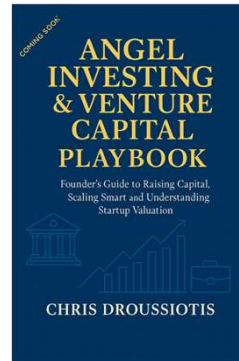
## Part I: Foundation & Mindset

- Chapter 1: The Startup Landscape: From Idea to Investment
- Chapter 2: Understanding the Venture Ecosystem
- Chapter 3: Startup Metrics that Matter

## Part II: Fundraising Strategy

- Chapter 4: Preparing for Fundraising
- Chapter 5: Fundraising Rounds Explained
- Chapter 6: Pitching to Investors
- Chapter 7: Finding and Attracting the Right Investors
- Chapter 8: Due Diligence and Closing the Round

**AUTHOR'S PERSONAL NOTES**  
at every chapter



## Part III: Scaling Smart

- Chapter 9. Pathway to Lasting Growth
- Chapter 10. Post-Funding Execution — The Discipline of Using Capital
- Chapter 11: Team, Culture, and Governance
- Chapter 12: Scaling Sales and Go-to-Market Strategy
- Chapter 13: Managing Cash Flow and Surviving the “Death Valey”

## Part IV: Valuation & Exits

- Chapter 14: Startup Valuation Demystified
- Chapter 15: Understanding Term Sheets and Deal Economics
- Chapter 16: Exit Strategies: M&A, IPO, and Beyond

### ***Author's Notes: Two Companies, Two Outcomes***

*Over the years, I have seen companies respond to fresh capital in dramatically different ways. The contrast is often striking. In one case, we financed a company that interpreted the capital raise as a signal to accelerate aggressively. Within weeks, management hired multiple outside consultants, rapidly expanded the sales force, and layered on operating expenses before the product-market fit had been fully validated. The mindset was simple: **more spending should lead to faster growth.***

*Instead, the opposite happened. The burn rate escalated immediately. The consultants produced strategy decks but not execution. The sales hires entered without a repeatable sales process. Management became consumed by activity rather than measurable traction. Cash was treated as money to spend rather than capital to invest. Within a short period, the company had exhausted most of its runway without generating the revenue growth necessary for the next round.*

*A second company we financed responded very differently. Management treated every dollar as invested capital. Before deploying funds, they established clear KPIs: Hiring was staged and spending was milestone-based. Every month, management reviewed performance against KPIs and adjusted the plan. This company was conservative — not timid, but disciplined. They viewed capital not as spending power but as a portfolio of investments designed to improve the probability of success.*

*That difference in mindset made all the difference. The first company spent money, and the second company invested capital as a result, one ran out of cash and the other earned the right to raise the next round. This distinction sits at the heart of this chapter.*

# What We Will Cover Today

- What makes a startup investable?
- How do angel investors and VCs really think?
- How should founders raise capital?
- How do investors value early-stage companies?
- What happens after the money is raised?

# 10 STAGES OF A START-UP



**#1 YOU GET THE GREAT IDEA**



Source of Video:  
Castle Placement

## CHAPTER 1

# Startups Are Not Small Versions of Big Companies

- Startups operate under uncertainty.
- Early assumptions are usually unproven.
- The journey is about testing, learning, adapting, and surviving.
- Investors are not buying only today's company — they are buying future potential.

## CHAPTER 2

# Investors Bet on Founders Before Forecasts

- Early-stage companies rarely have perfect financials.
- Investors evaluate judgment, resilience, coachability, and execution ability.
- The founder's ability to adapt may matter more than the original idea.
- At the earliest stages, the founder is often the company's most important asset.

## CHAPTER 2

# The Founder Questions Investors Ask Quietly

- Do I trust this founder?
- Can this founder sell?
- Can this founder recruit talent?
- Can this founder handle bad news?
- Can this founder manage capital responsibly?
- Does this founder understand the market deeply?

## CHAPTER 3

# Angel Investors vs. Venture Capital Funds

Category	Angel Investors	Venture Capital Funds
Capital Source	Personal money	Institutional / LP capital
Stage	Very early	Seed to growth
Decision Process	Flexible	Structured investment committee
Value Add	Mentorship, network	Capital, governance, scaling
Risk Appetite	Founder-driven / personal thesis	Portfolio-return driven

## CHAPTER 4

# Fundraising Begins Before You Need Money

- Build relationships early.
- Create investor updates before the formal raise.
- Know your numbers, runway, and milestones.
- Prepare your story before the company is under cash pressure.

## CHAPTER 4

# What Founders Must Prepare

- Clear problem and solution
- Market size and customer pain
- Business model and traction
- Competitive advantage and go-to-market plan
- Financial forecast, use of funds, cap table, and valuation expectations

## CHAPTER 5

# The Capital-Raising Journey

- Friends and family
- Angel round
- Pre-seed
- Seed
- Pre-Series / Pre-commercialization/Commercialization
- Series A
- Series B and beyond

*Each round should finance a milestone — not just extend survival.*

## CHAPTER 5

# Pre-Money and Post-Money Valuation

Item	Example
Pre-money valuation	\$4.0 million
New investment	\$1.0 million
Post-money valuation	\$5.0 million
Investor ownership	20.0%
Founder implication	Valuation determines dilution, incentives, and future flexibility

## CHAPTER 6

# The Pitch Deck Is Not a Brochure

- It is a decision tool.
- It must answer investor questions quickly.
- It should create confidence, not confusion.
- The goal is to earn the next meeting.

## Recommended Pitch Deck Structure

- Title / company overview
- Problem and solution
- Market opportunity and product
- Business model and traction
- Go-to-market and competition
- Financial overview, funding ask, use of funds
- Team and closing investment thesis

# THE 7 KEY SLIDES OF AN INVESTOR PITCH DECK

A clear story. A compelling opportunity. A reason to invest.

## 1 Title / Company Overview



### AI-POWERED ANALYTICS FOR A SMARTER FUTURE

Company Overview  
May 20, 2026

Building the intelligence layer for the next generation of data-driven decisions.

## 2 Problem and Solution

### THE PROBLEM

- Businesses struggle to turn data into actionable insights.
- Existing tools are complex, slow, and expensive.
- Critical decisions are delayed, leading to lost revenue and opportunities.

### OUR SOLUTION

- AI-powered platform that delivers real-time insights.
- Easy to use, fast to deploy, and cost effective.
- Helps businesses make smarter decisions and grow faster.

Turning complex data into clear, actionable intelligence.

## 3 Market Opportunity and Product

### MARKET OPPORTUNITY

**\$42B**

Total Addressable Market (TAM)

**18%**

Projected CAGR 2024 - 2030

Large and growing demand for AI analytics solutions.



### OUR PRODUCT



AI-powered analytics platform that delivers real-time insights through an intuitive interface.

## 4 Business Model and Traction

### BUSINESS MODEL

- SaaS Subscription**  
Recurring revenue model
- Tiered Pricing**  
Starter, Growth, Enterprise
- High Gross Margins**  
Scalable and efficient operating model

### TRACTION

- 1,250+**  
Paying Customers
- \$2.1M**  
ARR (Annual Recurring Revenue)
- 3.2x**  
YoY Revenue Growth
- 98%**  
Customer Retention

## 5 Go-to-Market and Competition

### GO-TO-MARKET STRATEGY

- Target high-value use cases
- Direct sales to mid-market and enterprise
- Strategic partnerships and integrations
- Content marketing and thought leadership
- Scalable customer success

### COMPETITIVE LANDSCAPE



## 6 Financial Overview, Funding Ask, Use of Funds

### FINANCIAL OVERVIEW

	2024A	2025E
Revenue	\$1.2M	\$3.8M
Gross Margin	78%	80%
ARR	\$1.6M	\$5.2M
YoY Growth	120%	150%

### FUNDING ASK

**\$5M**

### USE OF FUNDS



## 7 Team and Closing Investment Thesis

### TEAM



- John Smith**  
CEO  
Former VP of Salesforce
- Lisa Chen**  
CTO  
AI/ML Expert, Ex-Google
- Mark Johnson**  
COO  
Operations Leader, Ex-IBM
- Sarah Lee**  
CFO  
Finance Leader, Ex-Stripe

### INVESTMENT THESIS

- ✓ Large and growing market with clear demand
- ✓ Differentiated AI platform with proven traction

## CHAPTER 6

# Common Pitch Deck Mistakes

- Too much text
- Weak problem definition
- Unrealistic market size
- No clear business model
- Overly aggressive projections
- No explanation of use of funds
- Weak closing ask

## CHAPTER 6

# I.N.T.R.O. Framework for Investor Pitching

**I — Interesting:** Start with a compelling story, customer pain point, or surprising insight that creates curiosity and grabs investor attention immediately.

**N — Need:** Clearly explain the real problem being solved and why customers would pay for the solution.

**T — Time:** Keep the pitch concise (10–15 minutes). The goal is to create interest for a second meeting, not explain everything.

**R — Range:** Stay focused on one core problem, one solution, and one investment thesis. Avoid overwhelming investors with too many ideas.

**O — Organization:** Present a clean, logical, and easy-to-follow deck. Simple, organized presentations build confidence and credibility.

## CHAPTER 7

# Not All Money Is Equal

- The wrong investor can create more problems than no investor.
- Investor fit matters: stage, sector, check size, geography, and reputation.
- Strategic value and follow-on capacity matter.
- Founders should raise smart capital, not just available capital.

## CHAPTER 7

# From Chasing Capital to Attracting Capital

- Show progress consistently.
- Communicate clearly and honestly.
- Demonstrate market insight.
- Build credibility over time.
- Fundraising is not begging for money — it is building investor conviction.

## CHAPTER 8

# What Investors Really Diligence

- Management and founder-market fit
- Market size and customer urgency
- Product, technology, and defensibility
- Financial assumptions and runway
- Legal structure, IP, and cap table

## CHAPTER 8

# Due Diligence Is About Reducing Uncertainty

- Investors do not expect certainty. They expect evidence.
- Is the problem real?
- Can the company acquire customers efficiently?
- Are the assumptions reasonable?
- Are there legal, IP, or structural issues?

## CHAPTER 9

# Growth Must Be Sequenced

- Strategic preparation
- Execution and market entry
- Growth and optimization
- Scaling too early can destroy a startup just as quickly as failing to grow.

## CHAPTER 9

# Amazon as a Case Study in Disciplined Expansion

- Started with books.
- Built operational discipline.
- Created, expanded categories and waited for clients to change habits how to consume
- Continue to build the infrastructure (logistics, inventory, shipping, delivery).
- Created AWS and became a platform company.
- Great companies often grow aggressively outside — but methodically inside.



## CHAPTER 10

# The Money Is Not the Victory

- Raising capital is not the finish line.
- It is the beginning of accountability.
- After funding, founders must manage runway, hiring, milestones, customers, reporting, and budget discipline.

## CHAPTER 10

# “Motion does not always mean progress”

**In startups, investors care less about activity and more about measurable movement toward value creation.**

## Motions vs Progress

**Motion:** meetings, conferences, features, hiring, and noise.

**Progress:** revenue growth, retention, shorter sales cycles, adoption, improved unit economics, strategic partnerships, and reduced burn multiple.

## CHAPTER 11

# Startups Fail From the Inside Before the Market

- Co-founder conflict
- Poor hiring discipline
- Weak accountability
- No governance rhythm
- Poor communication with investors

## CHAPTER 11

# Governance

- Weekly management review: cash, burn, pipeline, product milestones, hiring, KPI variance
- Monthly board update: financials, runway, risks, customers, budget vs. actuals
- Quarterly strategic review: roadmap, competition, capital needs, next funding milestones

## CHAPTER 12

# Product-Market Fit Comes Before Scaling Sales

- Do customers understand the value?
- Are they willing to pay?
- Do they renew or repeat?
- Can sales be repeated?
- Can acquisition costs be controlled?

## CHAPTER 12

# Go-to-Market Models

- Founder-led sales
- Product-led growth
- Direct enterprise sales
- Channel partnerships
- Strategic partnerships
- International expansion

## CHAPTER 13

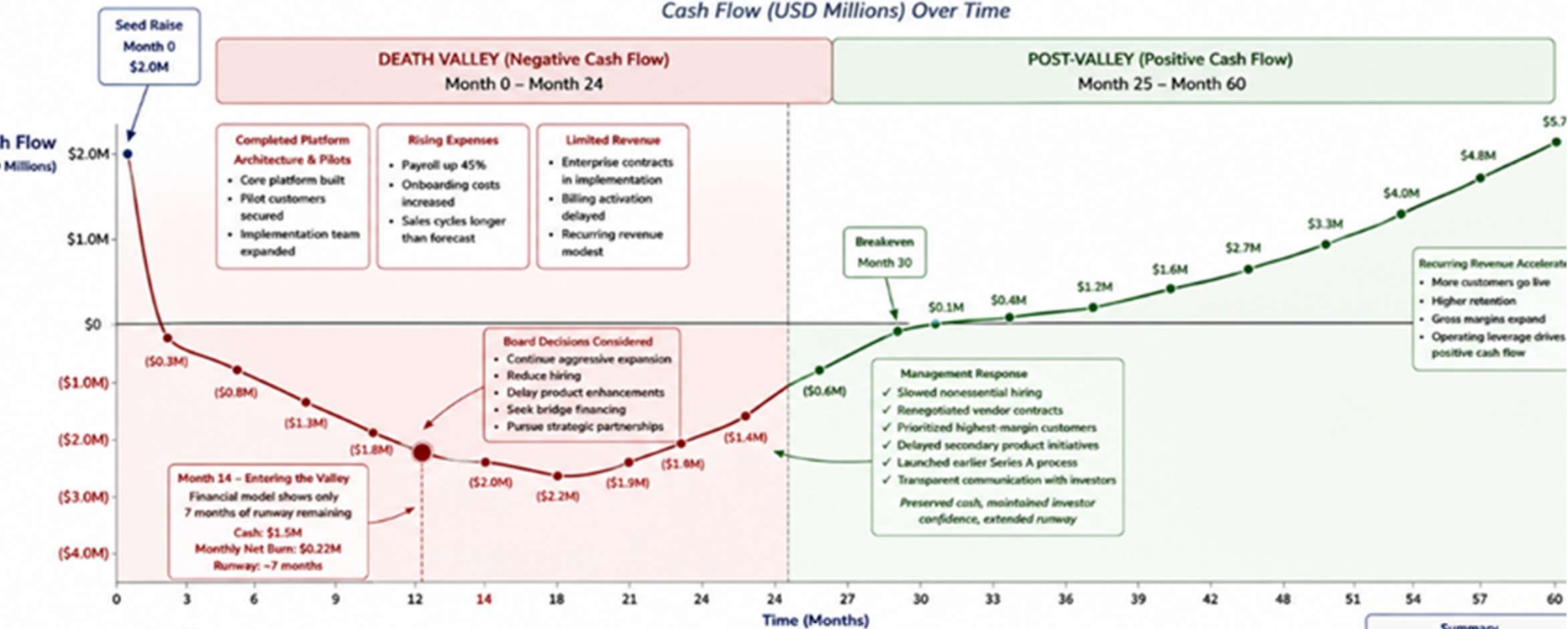
# Managing Cash Flow and Surviving the “Death Valley”

## AUTHOR PERSONAL NOTES - excerpts

- *“One of the biggest misconceptions founders have after raising capital is believing the money belongs to them. It does not. The capital belongs to the mission.”*
- *“One pattern I have observed repeatedly involves founders coming directly out of universities or research environments. Many of these founders become accustomed to operating through government grants, research subsidies, or academic funding programs. During the R&D phase, grant money often feels less restrictive because the capital is non-dilutive and does not come with the same level of investor oversight or commercial accountability.”*
- *“Venture investors do not view capital the same way government programs often do. Venture capital is not designed to subsidize indefinite experimentation without commercial milestones. “*

# FlowPay Example: Entering the Valley

Cash Flow (USD Millions) Over Time



Financial Snapshot

Month	0	3	6	9	14	18	24	30	36	42	48	54
Cash Balance (M)	\$2.0	\$1.7	\$1.2	\$0.7	\$1.5	\$0.2	\$0.6	\$0.1	\$0.8	\$1.6	\$4.0	\$5.7
Monthly Net Burn / (Positive CF) (M)		(\$0.30)	(\$0.50)	(\$0.40)	(\$0.35)	(\$0.25)	(\$0.22)	(\$0.18)	\$0.07	\$0.22	\$0.32	\$0.45

Milestones



## Summary

- Seed Raise: \$2.0M
- Valley Period: 24 months
- Lowest Cash: (\$2.2M) at Month 14
- Entered Valley at Month 14 with 7 months of runway
- Breakeven: Month 30
- Series A: Month 42 (\$15.0M)
- Cash at Month 60: \$5.7M

## CHAPTER 13

Simple but Effective:

Tracking Cash Inflows, Cash Outflows, and Cash Burn

### 48X HEALTHCARE CO.

CASH FLOW	DEVELOPMENT STAGE				COMMERCIALIZATION								
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>BEGINNING BALANCE</b>	145,400.00	143,565.78	77,368.30	356,239.14	266,876.30	238,478.22	191,672.91	106,789.32	85,558.35	592,653.24	482,980.36	378,130.27	145,400.00
Customer 1					15,000.00			10,000.00	8,000.00	30,000.00		12,000.00	75,000.00
Customer 2					6,000.00								6,000.00
Customer 3						7,000.00			4,000.00				11,000.00
Customer 4									5,000.00				5,000.00
Customer 5										30,000.00			30,000.00
Customer 6												20,000.00	20,000.00
<b>TOTAL REVENUE</b>	0.00	0.00	0.00	0.00	21,000.00	7,000.00	0.00	10,000.00	17,000.00	30,000.00	0.00	32,000.00	117,000.00
<b>PRODUCTION COSTS</b>													
Material	15,340.89	11,267.37	16,704.25	5,696.62	22,534.32	10,824.62	18,918.09	17,081.64	16,780.47	22,023.72	26,169.75	33,624.32	216,966.06
Labor	819.59	8,606.70	-234.50	0.00	15,622.88	6,308.79	9,830.74	4,756.43	404.04	23,273.91	1,668.00	4,641.00	75,697.58
Overhead	0.00	12,033.18	2,254.58	618.80	4,854.01	1,339.72	19,815.38	261.80	9,206.51	7,105.16	1,398.25	2,656.95	61,544.34
<b>Total Production costs</b>	16,160.48	31,907.25	18,724.33	6,315.42	43,011.21	18,473.13	48,564.21	22,099.87	26,391.02	52,402.79	29,236.00	40,922.27	354,207.98
<b>SG&amp;A</b>													
Salaries	6,134.66	6,987.98	1,328.25	1,513.72	7,133.48	9,129.58	16,707.01	2,141.60	2,000.00	36,944.57	14,723.39	7,535.50	112,279.74
Selling & Marketing Expenses	5,060.30	5,475.00	0.00	2,975.00	7,478.16	11,305.00	6,254.10	6,986.50	7,985.00	16,485.23	23,268.08	45,327.57	138,599.94
General (Rent, Subscriptions, other)	22.15	3,019.00	204.47	45.00	43.00	32.00	32.00	3.00	20.00	72.00	21.00	53.00	3,566.62
<b>Total Other costs</b>	11,217.11	15,481.98	1,532.72	4,533.72	14,654.64	20,466.58	22,993.11	9,131.10	10,005.00	53,501.80	38,012.47	52,916.07	254,446.30
<b>Operating Cash Income</b>	-27,377.59	-47,389.23	-20,257.05	-10,849.14	-36,665.85	-31,939.71	-71,557.32	-21,230.97	-19,396.02	-75,904.59	-67,248.47	-61,838.34	-491,654.28
<b>CAPITAL EXPENDITURE</b>													
Equipment	0.00	16,512.44	0.00	78,240.00	13,221.00	14,865.60	8,414.97		0.00	33,419.29	37,601.62	50,483.49	252,758.41
Office Furniture	0.00	0.00	21.99	273.70			4,911.30		49.90	0.00	0.00	0.00	5,256.89
IT Equip	0.00	2,295.81	850.12						1,562.19	349.00	0.00	0.00	5,057.12
<b>Total Capital Items</b>	0.00	18,808.25	872.11	78,513.70	13,221.00	14,865.60	13,326.27	0.00	1,612.09	33,768.29	37,601.62	50,483.49	263,072.42
<b>WORKING CAPITAL</b>													
VAT	25,543.37				21,488.77				28,103.00	0.00	0.00	0.00	75,135.14
Other													0.00
<b>Total Working Capital</b>	25,543.37	0.00	0.00	0.00	21,488.77	0.00	0.00	0.00	28,103.00	0.00	0.00	0.00	75,135.14
<b>Operating "Cash Burn"</b>	-1,834.22	-66,197.48	-21,129.16	-89,362.84	-28,398.08	-46,805.31	-84,883.59	-21,230.97	7,094.89	-109,672.88	-104,850.09	-112,321.83	-679,591.56
<b>FINANCING ACTIVITIES</b>													
Investors			300,000.00						500,000.00				800,000.00
<b>Free Cash Flow</b>	-1,834.22	-66,197.48	278,870.84	-89,362.84	-28,398.08	-46,805.31	-84,883.59	-21,230.97	507,094.89	-109,672.88	-104,850.09	-112,321.83	120,408.44
<b>ENDING BALANCE</b>	143,565.78	77,368.30	356,239.14	266,876.30	238,478.22	191,672.91	106,789.32	85,558.35	592,653.24	482,980.36	378,130.27	265,808.44	265,808.44

## CHAPTER 14

# Why Startup Valuation Is Different

- Traditional valuation works best with revenue, cash flow, and history.
- Startups often have potential, but limited proof.
- Valuation methods include market comparables, VC method, scorecard, risk-factor, DCF, real options, and probability-weighted scenarios.

## CHAPTER 14

# Valuation Is a Negotiation Around Risk

- Founders focus on potential.
- Investors focus on risk-adjusted return.
- The final valuation reflects confidence, evidence, competition, and capital availability.
- The stronger the evidence, the lower the perceived risk.

## CHAPTER 14

# Option Pricing and Startup Upside

Early-stage deep-tech and biotech investments often behave like call options.

Downside is limited to invested capital.

Upside may be very large if commercialization or exit succeeds.

Value depends on probability, time, volatility, and future payoff.

## CHAPTER 15

# Understanding Term Sheets and Deal Economics

- **SAFE:** Fast and simple; converts into equity later; dilution depends on valuation cap and discount.
- **Convertible Note:** Debt that converts into equity; includes interest, maturity, cap, and discount.
- **Straight Equity:** Investors buy shares now at an agreed valuation; ownership is immediately defined.
- **Venture Debt:** Extends runway with less dilution, but adds repayment risk, covenants, and warrants.
- **Co-Founder / Key Hire Equity:** Talent may require ownership, but equity should vest and reflect real contribution.

## CHAPTER 16

# Investors Enter With an Exit in Mind

- Strategic acquisition
- Financial sponsor acquisition
- IPO
- Secondary sale
- Merger
- Licensing or royalty structure
- Failure or shutdown

## CHAPTER 16

# What Makes a Company Exit-Ready

- Scalable revenue
- Strong margins or path to profitability
- Clean financials
- Defensible market position
- Strong management team
- Clear customer traction
- Strategic buyer interest

## CLOSING

# Key Takeaways from the Playbook

- Startups are valued on potential, but funded based on evidence.
- Investors bet on founders, markets, timing, and execution.
- Fundraising is a process of building trust.
- Valuation is really a discussion about risk and reward.
- The real work begins after the capital is raised.

## CLOSING

# Join Drou Academy

Free summer live seminars on finance, entrepreneurship, valuation, investing, and capital raising.

Upcoming topics: startup valuation, angel investing, VC deal structures, pitch deck preparation, financial modeling, private equity, M&A, credit analysis, and capital markets.

Build practical finance skills beyond the classroom.

Upcoming Paid seminar: 3 days, 9 hours of Credit Risk Management & Analysis (June 1 – June 3)



# 2026 SUMMER FINANCE SEMINAR SCHEDULE

Preliminary Schedule: May 20 – September 9, 2026

Free and Paid Seminars for Students, Founders, Investors, and Finance Professionals



**MAY 20**

## Angel Investing & Venture Capital Playbook

A live seminar featuring selected excerpts from my forthcoming book, *Angel Investing & Venture Capital Playbook*, scheduled for publication later this year.

**PRE-LAUNCH SEMINAR**



**JUNE 1–3**

## Credit Risk Management & Analysis

A focused 3-day paid seminar covering the fundamentals of credit risk, financial analysis, debt capacity, borrower assessment, and credit decision-making.

**3-DAY PAID SEMINAR**



### CAPITAL MARKETS AND ALTERNATIVE INVESTMENTS

June 4 – July 15

June 4	Equity Markets
June 10	Stock Market Trading
June 17	Debt Markets
June 24	Bond Markets
July 1	Credit Markets
July 8	Alternative Investments
July 15	Options Markets

Explore the key markets and instruments that drive capital formation and investment opportunities.



### PORTFOLIO MANAGEMENT

July 22 – August 12

July 22	Time Value of Money
July 29	Risk, Return, Correlation, and Efficient Frontiers
Aug 5	CAPM, Beta, Alpha, and Regression Analysis
Aug 12	Sharpe Ratios, Standard Deviation, Jensen's Alpha, M-Squared, and Treynor Measure

Build the quantitative foundation for modern portfolio theory and investment performance analysis.



### COMPANY-SPECIFIC FINANCIAL AND VALUATION ANALYSIS

August 19 – September 9

Aug 19	Financial Statement Analysis
Aug 26	Company Valuation
Sep 2	DCF Analysis
Sep 9	Mergers & Acquisitions / LBO Analysis

Master company analysis, valuation techniques, and transaction analysis to make better financial decisions.



These seminars are designed for students, founders, investors, and finance professionals who want to strengthen their understanding of finance, investing, valuation, credit, capital markets, portfolio management, and transaction analysis.

To access the Schedule, Presentation Material and Spreadsheets go to:

[www.professordrou.com](http://www.professordrou.com)



More details and registration information are available on the website:  
[www.celeritymoment.com/id316.html](http://www.celeritymoment.com/id316.html)



Q&A

# Questions & Discussion

Let's talk about founders, investors, valuation, and what really happens after the pitch.