

QuickLaunch University Webinar: Term Sheet Basics and Negotiation Tips

APRIL 10, 2018
WEBINAR

A key milestone for entrepreneurs is receiving their first term sheet from an investor. Term sheets form the basis of any capital-raising transaction and outline the key terms and conditions of an investment. Knowing how to negotiate these terms and focusing on the most important issues in a deal can be critical to a company's success.

WilmerHale Partner [Joe Wyatt](#) and Counsel [Jenna Ventorino](#) will provide an overview on term sheets and tips for navigating your first round of funding. Discussion topics include:

- the material terms of a financing term sheet, including control and financial provisions;
- pre- and post-money valuation and dilution;
- binding vs. non-binding provisions; and
- practice tips for the negotiation.

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Speakers



Joe Wyatt

PARTNER

 joe.wyatt@wilmerhale.com

 PALO ALTO

 + 1 650 858 6016



Jenna Vantorino

PARTNER

✉ jenna.ventorino@wilmerhale.com

📍 BOSTON

☎ + 1 617 526 6351

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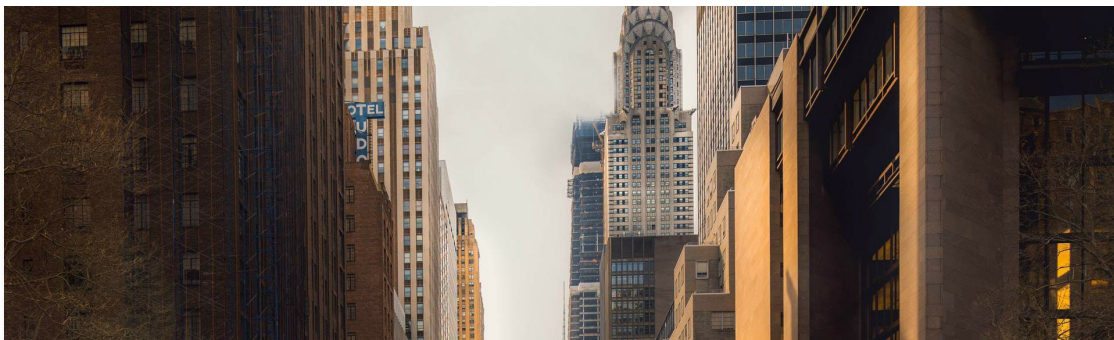
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