

QuickLaunch University Webinar: Term Sheet Basics and Negotiation Tips

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



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