

## Founders Space Silicon Valley Roundtable

### Startup Negotiation Do's and Don'ts

09.24.2013

6:00 p.m. - 8:00 p.m. (PDT)

#### Sheppard Mullin

379 Lytton Avenue

Palo Alto, CA 94301

Directions

### Startup Negotiation Do's and Don'ts - Term Sheets and the Investor Negotiation Process

Successful founders understand that the real preparation for approaching investors and negotiating the terms of their investor relationship begins long before they pitch their idea. Gain insight on the types of skills needed and the questions to be asked to best represent and protect your startup's interest as you develop your relationships with investors.

#### Presented by:

- **Steve Bernardez**, Onset Ventures
- **David Lee**, Sheppard, Mullin, Richter & Hampton LLP
- **John Giddings**, Tech Angel Group

**A Founders Space Roundtable** is a monthly meeting where founders get together to share knowledge, solve problems and make connections. Each Roundtable tackles a specific subject, such as raising capital, negotiating term sheets, attracting talent, creating marketing plans, and filing patents. The session begins with industry experts providing detailed advice. Then we roll up our sleeves, gather into small groups, and help each other with issues we're facing.

[Click here for more details and registration information.](#)

### Attorneys

David R. Lee