

OVERVIEW OF READY 4 FINANCE: TYPES OF INVESTORS			
Average Time	Module	Objective	Notes
2 h 15 min	1 Introduction to Angel investors	<ul style="list-style-type: none"> • Introduction to angel investors covering topics such as: • Why they are necessary • Personal characteristics • What do they seek • How to find them 	<ul style="list-style-type: none"> • Includes short group exercises to stimulate thinking about angel investors
1 h 45 min	2 What investors and banks want	<ul style="list-style-type: none"> • Review basics of debt and equity and understand the benefits/drawbacks of each form of finance • Practice looking at business cases like equity investors do • Gain insight into what banks and investors need to commit funds 	<ul style="list-style-type: none"> • Case study (Equity Beauty contest) to stimulate thinking about investor requirements.
4 hours	Total		

Notes to trainer:

Regarding the order of the modules, since the angel investor subject is totally new for most entrepreneurs, for most groups and most trainers, it works better to start with the Angel Investors module. Some trainers have a different preference and prefer to start with the What Investors and Banks Want module, as that allows for more interaction, as some participants know parts of the information which allows for sharing of experiences.

Logistics of session:

Ready for Finance_ Types of Investors	
Target group	Entrepreneurs in BiD Network
Compulsory/not compulsory	Not compulsory, but highly recommended for all entrepreneurs
Size	10-15 participants.
Trainer requirements	<ul style="list-style-type: none"> • Trainer should have understanding about specific needs of angel investors • Important to read the case study carefully to cover all the learning points with the participants. • No specific technical knowledge on investing required, but should know basics of debt, equity and royalty finance.
Delivery schedule	On demand
Materials needed	Laptop, beamer, flip chart or white board.
Pre-training requirements	No