



**VENTURE FINANCE 101
MASTERCLASS PRO VERSION
INDEX TO RESOURCES AND DOCUMENTS**

File date: November 2019

VENTURE FINANCE 101 MASTERCLASS PRO VERSION

INDEX TO RESOURCES AND DOCUMENTS

As part of the PRO Version of the Venture Finance 101 Masterclass (“VF-PRO”), all VF-PRO members are provided with access to a closed VF-PRO membership area that provides exclusive access to a host of resources and documents, including downloadable templates, agreements, checklists, directories and best practices (“Resources and Documents”).

In designing the VF-PRO masterclass, one design principle we aspired to is resisting the temptation to “reinvent any wheels.” We seek to provide knowledge about emerging “best practices,” including access to resources and documents that have emerged through the so-called “open source” venture finance community as “standard” versions of agreements.

One of the major benefits of employing these best practices and standard versions is that it dramatically increases the ability to create compelling offers and close deals faster and cheaper for founders, CEOs and funding sources.

Although the VF-PRO course will, as a general survey course should, enhance our members’ ability to navigate the venture finance ecosystem, ***it is not designed to be, and should not be relied upon, as a form of “do it yourself” substitute for engaging competent professional service providers.*** Transmission and access to the VF-PRO course materials, including, without limitation, the resources and documents, information is not intended to create, and does not create, any attorney-client relationship. Aery Advisors strongly encourages all its members to not act on any of these resources and documents without the assistance of competent legal, finance, tax and accounting service providers.

Note that the VF-PRO lessons, including the PowerPoint course slides, this document, and certain other materials contained in the resources and documents are subject to copyright © Brad Furber and Aery Advisors™, all rights reserved. Many of the resources and documents are subject to a creative common license enabling us to share, use and build upon the original work, or

subject to copyright by third parties (in which case we have sought to provide proper attribution and to avail this educational program to engage in “fair use,” to the maximum extent allowed by law). In any case, all transmission or access to the above is subject to the Privacy Policy and Terms and Conditions accessible through our website (www.aeryadvisors.com), as they may be amended from time to time.

In order to help you follow the VF-PRO masterclass, we have organized the applicable resources in order that they are first discussed within the VF-PRO modules and lessons.

Module 2: Foundational knowledge of venture finance

Module 2, Lesson 1

M2-L1 Venture Finance 101 PRO Module 2 slides

M2-L1 Delaware Memo re Choice of Entity – CR

Module 2, Lesson 2

M2-L2 Safe Financing Docs Memo – YC

M2-L2 Safe Val Cap No Discount – YC

M2-L2 Safe Discount No Val Cap – YC

M2-L2 Safe Val Cap and Discount - YC

M2-L2 Safe MFN No Val Cap No Discount – YC

M2-L2 Safe Pro Rata Side Letter – YC

M2-L2 Safe Post Money User Guide – YC

M2-L2 KISS Financing Docs Memo – 500

M2-L2 KISS Summary Chart - 500

M2-L2 KISS Debt Version - 500

M2-L2 KISS Equity Version - 500

M2-L2 Series A Term Sheet Template Memo – YC

M2-L2 Series A Term Sheet Simple Version – YC

M2-L2 Series Seed Financing Docs Memo – SS

M2-L2 Series Seed Term Sheet v3.2 – SS

M2-L2 Series Seed Stock Investment Agreement v3.2 – SS

M2-L2 Series Seed Certificate of Incorporation v3.2 – SS

M2-L2 SAFT Project Whitepaper

M2-L2 SAFT Project Pre-Sale Form

M2-L2 Automated Convertible Note with Token Memo – Consensys LW

Module 3: Prepare your company for investment – get your house in order

Module 3, Lesson 1

M3-L1 Venture Finance 101 PRO Module 3 slides

M3-L1 VC Due Diligence 3 Examples

M3-L1 Due Diligence 1st Example - Peek

M3-L1 Due Diligence 1st Example - 50Folds

M3-L1 Due Diligence 1st Example - CooleyGo

Module 4: Creating Compelling Offers

Module 4, Lesson 2

M4-L1 Venture Finance 101 PRO Module 4 slides

M4-L2 Empathy Map Canvas - Gray

M4-L2 Empathy Map Text Version Canvas

Module 5: Go to market

Module 5, Lesson 4

M5-L1 Venture Finance 101 PRO Module 5 slides

M5-L4 VC Toolkit

M5-L4 Global Venture Finance Direction 2019

M5-L4 Investor Prospect Template