MISSION

Provide opportunities where our members can seek outstanding financial returns by investing in early-stage companies in New Mexico and the Southwest Region while accelerating them to market leadership.
INNOVATION

21 years investing $24+ million in NM start-ups
Advancing local economy and jobs

Rockies Venture Club Partnership
• Member access to deals & trainings
• Increased investment flowing for NM businesses

2022 - New Programming, Company Mentoring & Eco-System Development

Making more be more for start-ups and high growth companies in New Mexico
PROGRAMMING

New Angel Club: Weekly, Jan- Mar, Wednesdays, 4-5pm

Office Hours: Monthly, 3rd Friday, 1-3pm

Entrepreneurs Present: Monthly, 4th Tuesday 4-5pm

Investor Socials: Monthly

NM Investors’ Roundtable: Quarterly

nmangels.com/events
ANGEL CLUB

WHO:  New and experienced accredited Investors seeking to learn and practice investing as a group to make a difference

WHAT:  Weekly 1-hour training and experiential learning sessions

WHEN:  Jan-Mar WEDNESDAYS, 4 pm

WHERE:  Virtually online & in-person in ABQ

Contact max@nmangels.com

www.nmangels.com/angelclub
ITS A TEAM SPORT - THANKS SPONSORS!

TITLE SPONSORS

FCI
Richard P. Feynman Center for Innovation
at Los Alamos National Laboratory

SUNNY
505

Q STATION
FUELING THE FUTURE

ANONYMOUS
INVESTING

- **Investment Opportunities** - Deals Monthly
- **Get Involved** in Portfolio Companies - Mentoring
- **Due Diligence:** Team Approach
- **SPVs!** (Special Purpose Vehicle LLCs)

Leverage: Relationship = $1 million
PORTFOLIO: $4M+, 11 companies in 2021
What is An Angel Investor?

SEC defined term “ACCREDITED INVESTORS”

SOLO or JOINTLY with Angel Group

Numerous MODEST INVESTMENTS, diverse portfolio

Seeking VC-style / Level Returns
Angels Look for…

INVESTMENT

• This is an investment. How will it earn a return; be paid back?
• Early, seed-stage okay, but be organized
• Valuation: lower is better
• Raising ‘modest amount’ < $1 million
• More than a check: angels bring more than cash – expertise, connections (rolodex)

SEEKING

• Solid Management Team
• Scalable: big revenue, short time
• Barriers to Entry: patents, trade secrets, (unfair competition, secret sauce)
• Desire for Advice, Coaching: learning / growing
• Venture Returns: 10x investment ideally in 5 years
Angel Do’s & Don’ts

DO:
– Find referral source into each angel group
– Make sure you’re a fit for THAT group
– Listen to their specifics what to prepare; how to share it
– Send Current Materials

DON’T:
– Assume your deal will be funded
– Assume your company is worth what friends, advisors tell you
– Send unsolicited info
– Give up

DIPLOMACY
NM Angels – Process

• Entrepreneur submits information online GUST.com (presentation, business plan, financials, use of funds, team)

• Opportunity reviewed and vetted by Screening Committee, pitch, due diligence, etc. 90-120 days best case scenario

• Quarterly:
  100+ apply
  4-6 Companies considered monthly
  2 Companies present to investors monthly
  ~ 5 companies funded annually
LET’S DO IT, TOGETHER!

Be in touch

Participate

Let’s collaborate

See MORE BE MORE for all!

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