



# What are the Odds?

- Beacon Angels

- 10 valid submissions per month x 11 months = 110 screening candidates
- 2 selected out of screening per month x 11 = 22 presentations
- About 12 per year go to due diligence
- 4-5 per year get funded

- Launchpad Venture Group

- 15 valid submissions per month x 11 months = 165 screening candidates
- 3 selected out of screening per month x 11 = 33 presentations
- About 18 per year go to due diligence
- 5-7 per year get funded



# How to Game the Odds

- Find a champion before applying
- Understand the type and stage of company that angel group likes to fund
  - Website, portfolio, successes, member bios
- Find a champion before applying
- Have a well thought out and compelling application
  - Understandable, show the pain, uniqueness
- **Find a champion before applying**



# How to Not Even Compete

- Apply to the wrong group (an IT company applying to Mass Medical Angels)
- Present a company that will need a gazillion dollars to reach breakeven
- Use “Chinese glove” market sizing
- Expect a \$10M valuation with \$50K in revenue
- Present a “lifestyle” company – no perceived exit
- Of course, don’t cultivate a champion