

**New Mexico Angels**

**January, 2022**





# 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

**20**  
MILLION

**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](http://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](mailto:max@nmangels.com)

[\*\*www.nmangels.com/angelclub\*\*](http://www.nmangels.com/angelclub)

# ITS A TEAM SPORT - THANKS SPONSORS!

## TITLE SPONSORS



**ANONYMOUS**





## EDUCATION SPONSORS



## PRIME SPONSORS



# SUMMIT SPONSORS





# INVESTING



**Investment Opportunities** - Deals Monthly



**Get Involved** in Portfolio Companies - Mentoring



**Due Diligence:** Team Approach



**SPVs!** (Special Purpose Vehicle LLCs)

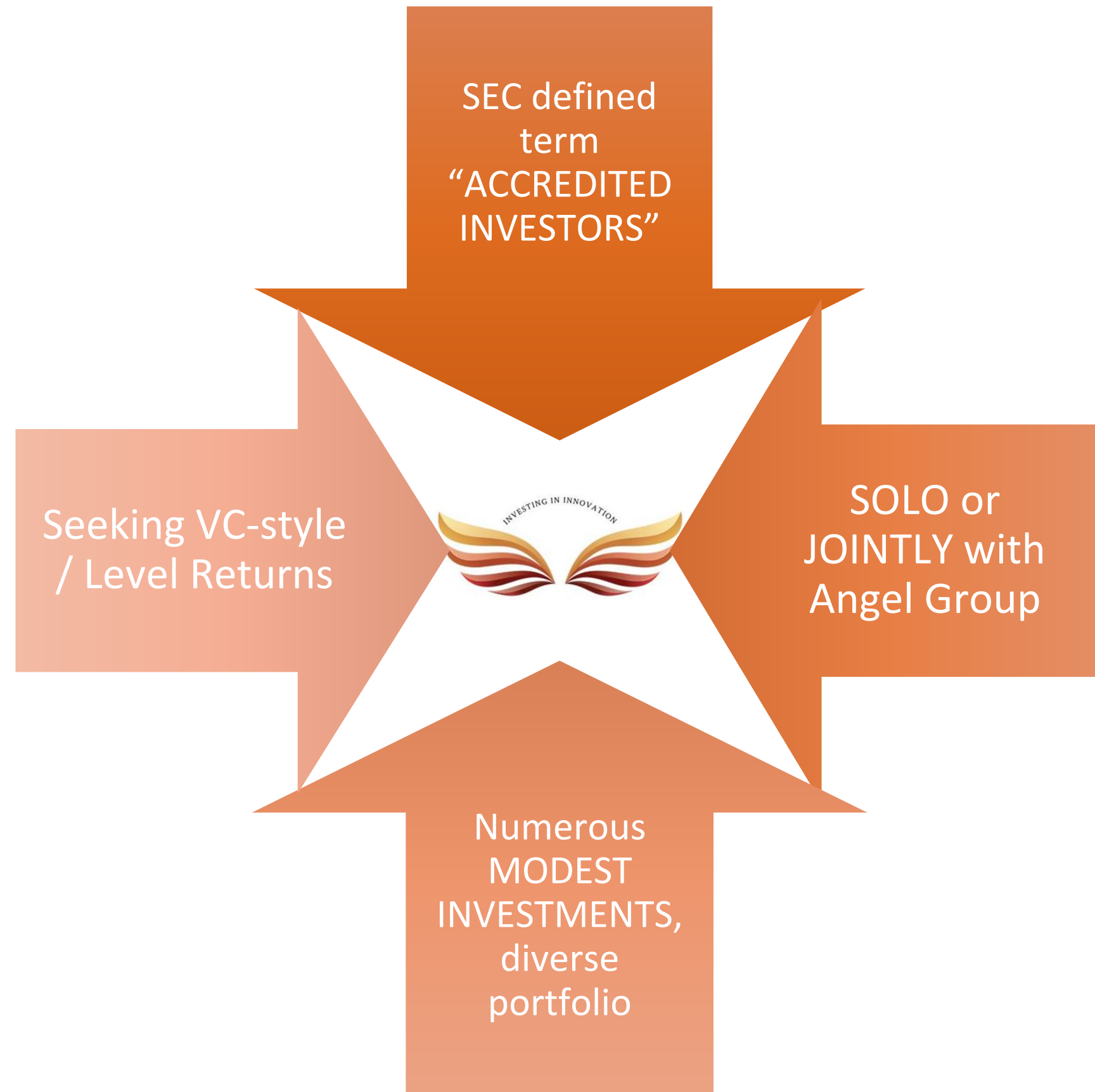
**Leverage: Relationship = \$1 million**



# PORTFOLIO: \$4M+, 11 companies in 2021



# What is An Angel Investor?



# 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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