

Peters, Payne and Skaist: the Elephant in the Room

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Early Exits Author, Basil Peters, Hans Severiens Award recipient Bill Payne, and Stradling Yocca's Mark Skaist.



It started as a book, Basil Peters' [Early Exits](#), now he's collaborating with [Bill Payne](#) to create Early Exits, the workshop; it's a training class for angel investors and entrepreneurs on the key concepts, perhaps the most important issues in early-stage investing today.

Stradling Yocca's [Mark Skaist](#) joins in as we explore the learning curve that angel investors must grow through to avoid losing money in their early-stage investments. "It's the elephant in the room," according to Basil Peters (no relation), "many angel investors lose money."

"Valuations are critical, they have to be set at the right level," or you'll lose, according to Bill. How about the structure of the term sheet? Mark advises entrepreneurs to create a convertible debt offering; listen to Bill and Basil jump on that issue.

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