

## **Early Stage Capital**

[Course Link](#)

### **Notes**

#### **VC Investment Process**

1. Pitch to investors - 2w-2y
2. Investors decide to invest - 2w-4m
3. Term sheet negotiation 2-4 weeks
4. Financing Documentation (Lawyer Time) - 4-12w
  - Lawyer Time
  - 4-12w
  - Draft legal docs: Purchase Agreement, Articles of Incorporation, Voting Agreements, etc.
  - Prepare closing deliverables: legal certs, government filings, etc.
5. Sign and close (Big Cash Money)
6. Additional closings: milestones, tranches, etc.