

Coordinator

Ian Patrick Sobieski

Full Screening Committee

Steve Herrick
 Wally Buch
 David Deacon
 Michael Geilhufe
 Jim Papp
 Gene Shklar
 Peter Redford

Life Science Committee

Rivka Sherman-Gold
 Bob Constantino
 Art Reidel
 Wally Buch
 Denis Coleman
 Paul Quadros

Membership Committee

Mike Bateman
 David Burwen
 Brian Frenzel
 Martin Lefebvre
 Art Reidel
 Stephen Taylor

Dinner Details

Date: Wed., March 19, 2008

Place: Los Altos Golf and Country Club

Time: 6:15 - 9:00 pm

RSVP: 650.321.0854
rsvp@bandangels.com

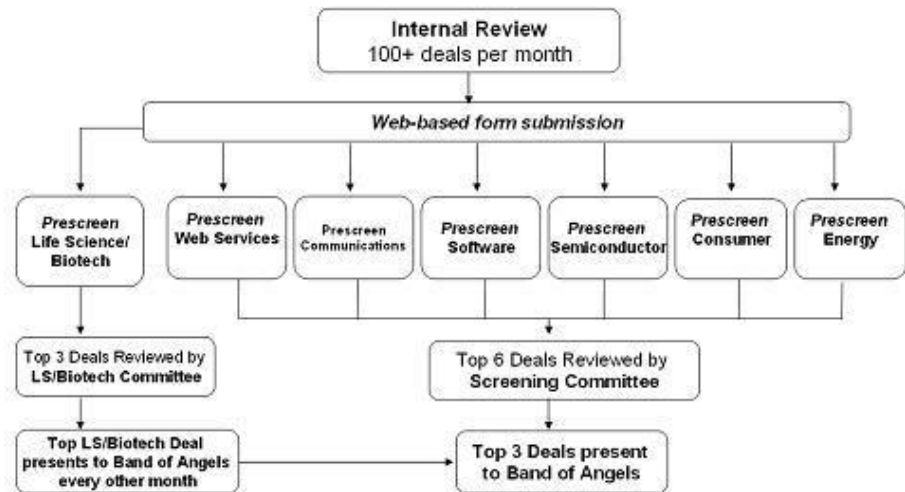
Inside This Issue:

Introduction	1
Company Updates	2
New Member	3
Dinner Program	3
Band Calendar	6
Other Valley Events	6

Introduction

Several new members have inquired about how the Band sources and filters deals from the hundreds we receive each year; basically, how does the system work? Its worth going over it again for old and new, both for your interest but also because the screening process is a great way to become more involved in a time-managed way.

The Band receives deals from three sources: member sponsored deals, referred deals from trusted sources, and unsolicited deals. All deals, regardless of source, are asked to submit their executive summary online (www.bandangels.com). Each month we receive ~100 such submissions from all sources. Each submission is sent to 6 volunteers on the pre-screening committee. There are 60+ volunteers on this committee, divided into areas of expertise and interest, who have agreed to review no more than 12 plans per month. This keeps their obligation low but provides the coverage we need to review plans. They read the executive summaries and fill out a short web form “evaluating” them. The scores from all ~100 companies a month are tabulated and the top 10 are picked to come to an in-person screening meeting. A “member sponsored” deal is one where a Band member has committed to making an incremental investment in the company already; these deals have a special leg up over other deals and go directly to the screening committee.



The full screening committee meets the last Wednesday of each month at the Band offices and the life science committee meets every other month, the same Wednesday as the Band dinner. They grill the entrepreneurs with questions and pick the 3 companies you see each month presenting.

If you want to expand your deal flow and see more deals, joining the pre-screen is a great way to do this without making a big time commitment. If you prefer to go deeper in your interaction with both companies and other Band members; you should get on the wait list for one of the Screening committees. We ask for a one year commitment and stagger terms, which means that we rotate volunteers on and off every other month. Please let us know if any of this interests you.

- Ian