

TAN Investor Fact Sheet

What is the Thunderbird Angel Network?

The Thunderbird Angel Network is an initiative of the Walker Center for Global Entrepreneurship at the Thunderbird School of Global Management located in Glendale, Arizona.

The Thunderbird Angel Network is an organized group of accredited investors seeking opportunities to invest in early stage or start-up companies. The organization serves only as a forum for its members, who conduct due diligence and invest individually from their personal funds. The Thunderbird Angel Network niche is companies with the potential to expand globally.

Frequently Asked Questions (FAQs)

Do you have to be a Thunderbird alumnus to be a member of TAN?

No. We have several members who are friends of Thunderbird and live in the Greater Phoenix area, nearby cities, or abroad. The Thunderbird Angel Network is open to all accredited investors, not just alumni. However, a number of the investor members of our network are Thunderbird School of Global Management alumni. Becoming a TAN member is a great way to reconnect and network with Thunderbird alumni members and non-Thunderbird members.

Do you have to be a Thunderbird alumnus to present your company to TAN?

No. Although we leverage the Thunderbird network to source exciting new deals and ventures, anyone can apply to present a company to TAN. Members should expect to see diverse companies with a variety of Thunderbird and non-Thunderbird backgrounds in the applicants.

When and how often do the Thunderbird Angel Network members meet?

We hold one investor dinner meeting every other month at which we bring together selected companies to present to our Angels on the campus of the Thunderbird School of Global Management. We expect to hear presentations of the business plans of three to four companies at each meeting. The meetings offer great opportunities to discuss the presenting companies among peers, meet other like-minded investors, and to participate in early stage investing. TAN usually meets the third Thursday during the months of January, March, May, September, and November.

What are the benefits of becoming a Thunderbird Angel Network member?

As a TAN member, you will be presented deals that have been pre-vetted by our experienced member selection committee. We have a deal screening committee that consists of Network members who have prior experience in venture capital, private investing, investment banking, early stage corporate management and/or a variety of other disciplines. Our collaboration provides a deeper and broader analytical capability to review deals than might otherwise be available to most private investors. In general we will invite companies that will have the potential for very fast growth over 5 years, have the nucleus of an outstanding management team, have a sustainable competitive advantage over existing competitors or copycats.

Our Angels meet face-to-face with the top screened companies at special presentation dinners. If a member is unable to attend a presentation dinner, it is now possible to watch the company presentations virtually.

The deals that are of interest to our members will be analyzed by a due diligence team assembled of TAN investors and additionally, if requested, a due diligence team of Thunderbird MBA students. These teams have 1-2 months to conduct due diligence and will then report back to the group at the next TAN presentation dinner. For those Angels interested in learning more and potentially investing in a company, we form teams that work together not only on due diligence, but also the review of deal documents and the negotiation of terms.

We also keep statistics so that we can conduct research on the entire life cycle of a company from initial concept to ultimate exit by acquisition or IPO.

An additional benefit of TAN is that members are exposed to great networking opportunities, Angel Capital Association events, Angel Education Forums, and angel investing industry research.

Are there angel investing educational opportunities for TAN members?

In addition to exposure to applicant companies, investor members will have the opportunity to hear from and interact with recognized speakers and thought leaders from the angel investment community on local, national and international issues.

Preceding each meeting we have an Angel Education Forum addressing different aspects of investing in young companies to enhance the knowledge of our investor members and to sharpen the skills of experienced investors. Our members conduct additional seminars to train entrepreneurs in how to make a good pitch for capital.

We are a member of the Angel Capital Association (ACA) and TAN members will have an opportunity to attend ACA meetings and interact with angel investors from throughout North America, as well as some from South America, Mexico, and Europe.

What does it cost to be a member of the Thunderbird Angel Network?

The cost to be a member of the Thunderbird Angel Network is an annual fee of \$850 which will cover all administrative costs and presentation dinner meeting costs. The dinner meetings will be approximately every two months. An email will be sent to you upon acceptance as a member that will include a link to make your annual fee payment.

Interested in becoming a member of the Thunderbird Angel Network?

We encourage interested accredited investors to attend 1-2 TAN presentation dinner meetings as a guest before committing to an annual membership. To register for a TAN presentation dinner meeting as a guest, visit our website (thunderbirdangelnetwork.org) and click to view our "Meetings" page. This page will have the information about our next presentation dinner and a link to register as an guest investor. We will contact you to confirm your accredited investor status prior to the meeting. The fee for a TAN presentation dinner meeting is usually \$40.00.

Once you are ready to become a member, you will need to complete a membership application. In the "Investors" page of our website, click the "Become a Member" link. This link will bring you to our Gust (gust.com) investor application. Gust.com is an online platform that Angel groups use to manage deals, members, and group communication. Please completely fill out all the required sections of the Gust TAN member application.

Once we have reviewed your application in Gust and you have confirmed your accredited investor status, we will send you an email invitation to be a member of the TAN Gust group. As a member, you will have access to rate the upcoming TAN deals in our Gust investor forum and you will be involved in the company selection process.

Important Membership Information

Accredited Investors Only

Important requirement: to attend our meetings and participate in the Thunderbird Angel Network, you must be an Accredited Investor as defined by federal and state law. This is a set of alternative income and net worth tests. For further details on who is an Accredited Investor, please see the definition and options listed below.

Definition of Accredited Investors

Under the Securities Act of 1933, a company that offers or sells its securities must register the securities with the SEC or find an exemption from the registration requirements. The Act provides companies with a number of exemptions. For some of the exemptions, such as rules 505 and 506 of Regulation D, a company may sell its securities to what are known as "accredited investors."

The federal securities laws define the term accredited investor in

Rule 501 of Regulation D as:

1. A bank, insurance company, registered investment company, business development company, or small business investment company;
2. An employee benefit plan, within the meaning of the Employee Retirement Income Security Act, if a bank, insurance company, or registered investment adviser makes the investment decisions, or if the plan has total assets in excess of \$5 million;
3. A charitable organization, corporation, or partnership with assets exceeding \$5 million;

4. A director, executive officer, or general partner of the company selling the securities;
5. A business in which all the equity owners are accredited investors;
6. A natural person who has individual net worth, or joint net worth with the person's spouse, that exceeds \$1 million at the time of the purchase;

***as it relates to natural persons, the \$1,000,000 net worth standard is to be calculated excluding the value of the primary residence of the natural person. If the value of the primary residence is currently less than the amount owed on the residence, that negative value must be subtracted from the net worth.**

7. A natural person with income exceeding \$200,000 in each of the two most recent years or joint income with a spouse exceeding \$300,000 for those years and a reasonable expectation of the same income level in the current year; or
8. A trust with assets in excess of \$5 million, not formed to acquire the securities offered, whose purchases a sophisticated person makes.

*Dodd-Frank Financial Reform Bill

For more information about the SEC's registration requirements and common exemptions, read the brochure, [Q&A: Small Business & the SEC.](#)

<http://www.sec.gov/answers/accred.htm>

