

Show Me ANGELS

An Investor Network

Membership Survey

Show Me Angels (SMA) is interested in providing its members and the companies we invest in with maximum benefit, which is aligned with member interests. One way we have to better understand these interests is through our membership survey. The survey allows us to gather information on investment interests and member skills which may be valuable to the group as well as to portfolio companies. Individual data will be treated confidentially and will not be shared internally or externally; only SMA management will be privy to individual responses. The survey results may be used in aggregate to present SMA as an entity to venture capitalists, businesses, and the media for the purpose of securing high-quality deal flow, membership, and public relations.

SMA also asks that members interested in mentoring or coaching opportunities with portfolio companies provide a curriculum vitae, resume, or executive profile that may be maintained on file by SMA management. You may email your profile to jspalding@hsmcpa.com or mail it to:
Jo Ann Spalding Show Me Angels c/o HSMC Financial Services
3550 NE Ralph Powell Rd. Lee's Summit, MO 64064

Member Name: _____

1. Have you ever been an angel investor? ___ Yes ___ No

a. If yes, how long? ___year(s)

b. If yes, how many companies have you invested in as an angel investor? ___(number)

2. In what industry(s) do you have professional experience? (check all that apply)

___ Health Care ___ Telecommunications ___ Media ___ Manufacturing
___ Biotechnology ___ Business/Financial ___ Energy ___ E-Commerce
___ Environmental ___ Industrial ___ Software ___ Hardware
___ Agriculture ___ Consumer Products ___ Semiconductor

Other: _____

3. What business skills/expertise do you have? (check all that apply)

Senior Management Board Member Operations Marketing
 Research & Development Finance/Accounting Sales Legal
 Strategic Planning Human Resources Engineering Public Relations
 Biz Plan Development Risk Management Information Technology

Other: _____

4. Have you ever been a company founder or officer? (check all that apply)

Founder CEO COO President
 CIO CFO VP-R&D VP-Sales/Marketing

5. As an angel investor, what is the typical stage of the company at your initial investment?

(give percent for each, totaling 100%)

Start-up/Seed ___% Early stage ___% Expansion ___% Later Stage ___%
Mezzanine ___% IPO ___%

6. As an angel investor, what is the typical relationship you have with portfolio companies?

(check all that apply)

Board Member Advisor/Mentor Officer Employee Consultant
 Passive Other: _____

7. As an angel investor, what has been your typical investment range? (give percent for each, totaling 100%)

Under \$5,000 ___% \$5,000 to \$10,000 ___% \$10,000 to \$25,000 ___%
\$25,000 to \$50,000 ___% \$50,000 to \$100,000 ___% \$100,000 to \$250,000 ___%
\$250,000 to \$500,000 ___% Over \$500,000 ___%

8. What is your preferred form of investment? (rank with 1 highest)

Common Stock Preferred Stock
 Equity Hybrid (e.g., warrants or PIKs) Debt

9. What is your general expectation on length of time until return on investment?

Less than 1 year 1 to 3 years 3 to 5 years More than 5 years

10. In what industries have you invested? (check all that apply)

Health Care Telecommunications Media Manufacturing
 Biotechnology Business/Financial Energy E-Commerce
 Environmental Industrial Software Hardware
 Agriculture Consumer Products Semiconductor

Other: _____

11. As an angel investor, what is your expected annual rate of return?

0% to 10% 10% to 20% 20% to 30% 30% to 50%
 50% to 75% 75% to 100% 100% to 200% More than 200%

12. What do you see as benefits of being part of an angel group? (check all that apply)

Quality deal flow Education Camaraderie/Social
Joint due diligence Meeting companies Shared expertise
Administrative support Professional support Guest speakers

Other: _____

Thank you for completing the SMA membership survey!

Please send completed surveys to:
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jspalding@hsmcpa.com
816-875-1306