LAN INVESTMENT ROADMAP

Alignment Stage: 1-2 Months		Strategy Stage: 2-4 Months		Execution Stage: 4-10 Years		
Mission		**Countdown**		**Launch**		**Return**
Founder Application	LAN Team Review	Business Plan Evaluation	Formal Valuation	Funding Distributed to Founder	Sync Meetings & Investor Updates	Exit Strategy Consulting
Initial Interview	Investment Criteria Review	"Needs" Audit	LAN Member Coaching	Use-of-Funds Audits	Business Plan Execution	Liquidity Announcement
2nd Interview with BoD	Alignment Determination	Corporate Infrastructure Build-out	Business Ecosystem Development	Growth Planning	Ongoing Marketing & Sales Program	Exit Party
Feedback & Follow up	Get-to-Know	Brand Building & Sales Strategy	Fundraising	Quarterly Financial Reviews	Business Ecosystem Assessments	Investment Return Distribution
						LAN charges a 10% - 20% carried interest fee (performance fee) on all investment returns.

Major Objectives

- Can we work together?
- Do values and objectives align?
- Is founder open to feedback/input?
- Are products/services innovative?
- Is founder a domain expert?
- Does the company meet the LAN investment criteria?
- What's the ask?

Major Objectives

- Determine what the company needs to be successful.
- Utilize network resources to meet needs and support founder.
- Ongoing reassessment of company development.
- Prepare company to go to market.
- Prepare company for investment.

Major Objectives

- Complete 100% of funding.
- Ongoing support, involvement, & accountability.
- Maturing companies to exit.
- Investor involvement in reviews, assessments, and meetings.
- Is company on track exit... If not, what are the problems?

Note on Carried Interest Fee

- The LAN carried interest fee will be deducted from returns only. This fee is <u>not</u> applied to the original investment amount.
- The percentage of the carry fee will be decided by the LAN BoD and written into each agreement on a deal-by-deal basis.