

THE ENTREPRENEUR'S BOOTCAMP

SESSION #2: EQUITY & FUNDING

OCTOBER 27, 2026 (9:00 AM - 12:30 PM)



Session #2 is part of a three-session series, the sessions each being 3.0 hours, and is intended for business owners and professionals seeking to better understand the legal issues and operating requirements that a new business encounters. Participants can attend one, two or all three sessions.

After completing this session, Participants will be able to:

- Differentiate between various forms of equity that can be offered, how they differ, and when each is appropriate
- Compare SAFEs to other fundings, and differentiate the key terms, advantages and disadvantages of SAFEs
- Compare phantom stock to other fundings, and differentiate the key terms, advantages and disadvantages of phantom stock
- Differentiate between various types of voting rights, voting mechanisms, and when cumulative voting applies
- Apply shareholder agreements to various scenarios
- Apply buy-sell agreements to various scenarios
- Identify when spousal consents are appropriate, in necessary terms
- Differentiate between stock options, including ISOs and NSOs, as to pricing, vesting, and exercise of options, and distinguish when 83(b) elections apply
- Distinguish how taxation varies with forms of options
- Apply vesting concepts to stock, options, and phantom equity
- Define 409A valuations and identify circumstances for use
- Distinguish between various types of investors, their risk tolerances and investment tendencies
- Identify methodologies relating to investor valuations
- Create term sheets and letters of intent, address investor expectations, and execute best practices
- Contrast various forms of financing, including the benefits and risks of each
- Differentiate investor benefits and downsides to debt vs. equity



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- List various methods of factoring receivables
- List risks and benefits of using “finders” vs. brokers to identify investors, including state and SEC viewpoints
- List securities compliance requirements
- Compare accredited investor requirements which apply to individuals and entities
- Distinguish between Rule 504, 506(b) and 506(c) exemptions from registration, and identify when to use each type
- Compare various forms of exit strategies, and identify the benefits and downsides of each

To register for this session, go to www.berliner.com/events/entrepreneurs-bootcamp-seminar-series

Participants will earn 3.0 CPE credits

Field of Study: Business Law

Additional Information

Prerequisites: None. Each session is independent from the other sessions.

Advanced Preparation: None

Program Level: Basic

Delivery Method: Group Live

Sponsor Identification Number: 170036

Refunds and Cancellations: Requests for refunds must be received in writing by October 27, 2026 and will be subject to a cancellation fee. No refunds will be granted after October 27, 2026.

For more information regarding refund, complaint, and/or program cancellation policies please contact our office at 408-286-5800 or marketing@berliner.com.



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