

ADVISOR DAY 2020

STARTUPS & SIDE HUSTLES | WHAT ADVISORS NEED TO KNOW

Presented by

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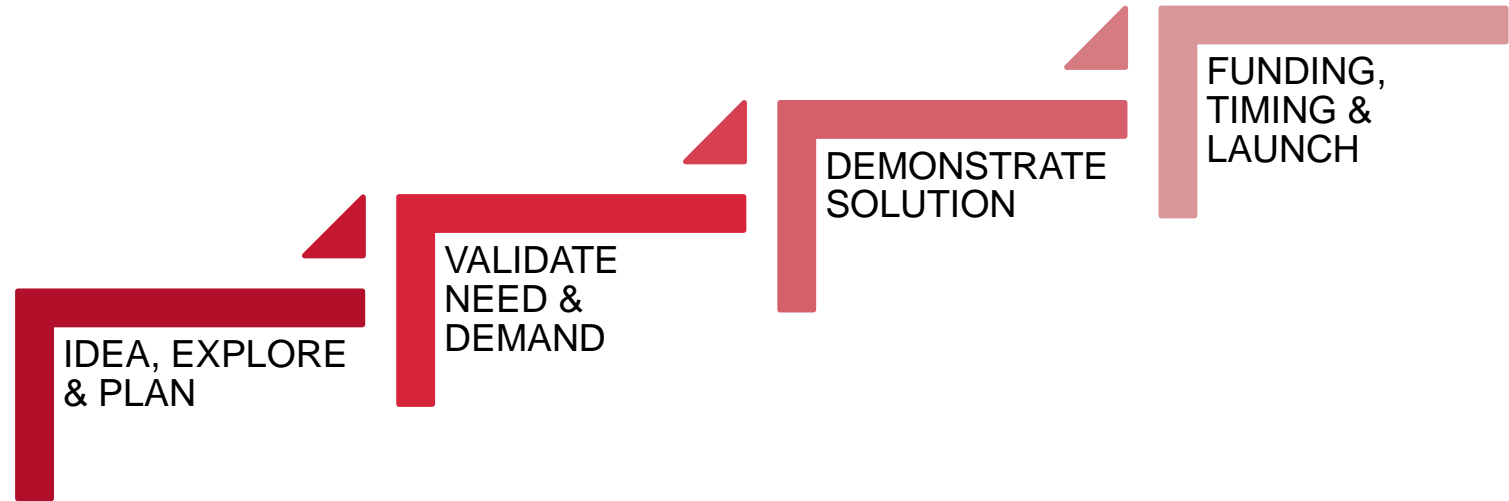
TOPICS

1. **The Fundamentals:** Going back to basics on startup lingo, enabling you to walk the walk and talk the talk.
2. **The Journey:** A summative guide on the startup journey enabling you to provide tailored guidance and advice.
3. **The Advisor:** An outline on the Gold Star Approach taken by Bolter Make It Happen to enable you to help, guide and advise your startup clients.
4. **The Future:** Summarising and providing key takeaways.

1. THE FUNDAMENTALS

- Startups & Side Hustles
- Venture Capitalists & Angel Investors
- Bootstrapping & Crowdfunding

2. THE JOURNEY



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3. THE ADVISOR

The Gold Start Approach

- A suggested methodology to help advisors work with startup clients.
- 5 essential elements resulting in a 'gold star'.
- Adopts a long-term, client focussed approach and mindset.

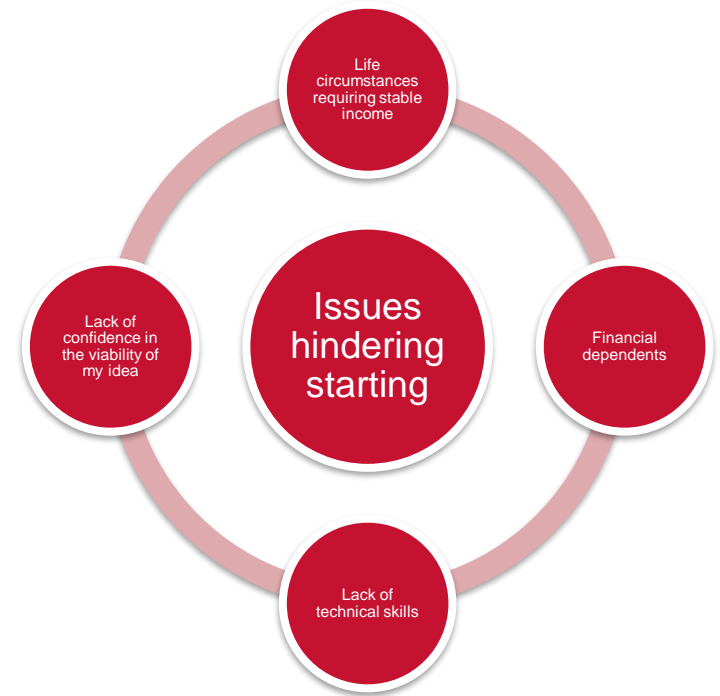
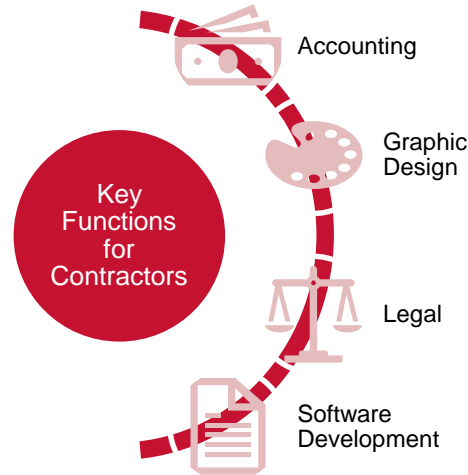
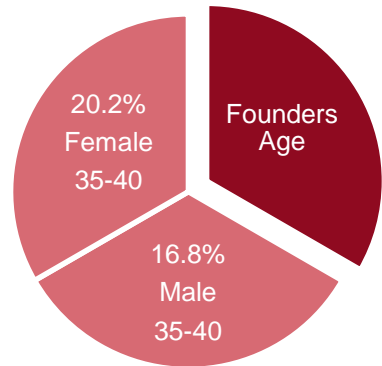


4. THE FUTURE

Key points for advisors

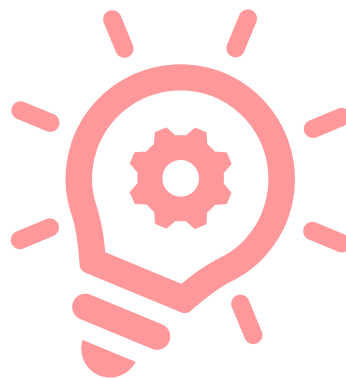
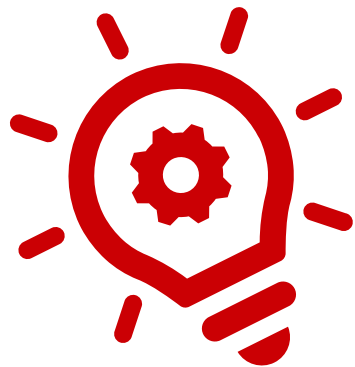
- Working with startups is energising.
- Consider pricing models and structures to ensure that you remain affordable and adding value wherever possible.
- Reach out to your peers and industry specialists.
- Get to know the startup ecosystem in your local area.
- Consider your client and tailor your advice to suit.
- Challenge traditional vibe.

FOR DISCUSSION



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QUESTION TIME



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