Wall Street Oasis is the Industry Standard for VC Training

• Since 2006, Wall Street Oasis has served as one of the most active leaders in venture focused training, with thousands of students trained by our team of 45+ VC faculty

• Leveraging our popular community and 20+ million visits per year, we’ve been able to cherry pick the very best VC practitioners at elite funds in order to…
  − Develop the most comprehensive and detailed VC training program on the market
  − Find the most dynamic instructors with seasoned investing experience to deliver the training

• WSO is the largest and most trusted trainer to employees focused on investing based and financial oriented roles, with 900,000+ students and counting

The only training provider with the community reach to develop the most comprehensive and realistic skills-based training programs for the venture capital industry
Why WSO?

Wall Street Oasis VC Faculty & Client List

- Our team of 45+ VC faculty and students come from elite VC funds including:

Elite VC course developers + faculty allow us to bring best-in-class instruction to your team
5 Key Reasons to Train with WSO

• #1 – Materials developed by the top VC practitioners at the most elite funds in the world giving unique insight into the realities of the job

• #2 – Online delivery with interactive quizzes and micro-chunked lessons use best practices in online learning other providers ignore

• #3 – Gamification included: increases retention and % of lessons completed across courses

• #4 – High quality post-production editing process to ensure learner can focus on what is most important on the screen

• #5 – Support built into our LMS with actual VC practitioners on staff ready to answer student questions
Main Challenges for Training Junior VC Employees

• Venture is traditionally a mentorship based business and requires a lot of 1:1 time

• VC typically pulls from a wide variety of backgrounds creating a team with widely different skill sets
  − Consultants: tend to know competitive and industry mapping but less well versed in deal mechanics, diligence
  − Bankers: tend to be good modelers, but less familiar with cap tables, VC valuations, term sheets and other important considerations
  − Employees/interns from undergrad: usually very green with vague notion of VC but little practical experience to orient themselves

• The WSO VC Training Program combines a detailed overview of the VC industry to give context along with more important core technical & deal process skills to bring everyone up to speed
Venture Capital Training Highlights

• 125 Video Lessons, 6+ Hours, 11 Quiz Assessments

• History of VC to today

• Various Roles in VC + Responsibilities

• Fund Structures

• Early Stage VC financial instruments
  - Priced rounds, valuation, convertible debt, convertible equity, venture debt, etc

• Term Sheet Review (Control + Economics)
Venture Capital Training Highlights (continued)

- Term Sheet Deep Dive (Rights + Provisions)
- Term Sheet Modeling
  - Pre-money valuation, liquidation preferences, founder vesting, ESOP, dividends, automatic/optional conversion + anti-dilution
- Due Diligence Critical Considerations
  - Product, value prop, business model, market, team + evidence
- Due Diligence Finer Points
  - ARR, B2B Software, Cohort Analysis, CAC, etc.
Track Your Team Progress

- Detailed employee management dashboard allows you to easily:
  - Track time spent in the course
  - Track % of lessons completed
  - Track % of quiz questions answered correctly
  - Assign due dates
  - Invite new employees/interns
  - Benchmark to older employees

Collect data to measure employee training and potential need for supplemental material
Pricing

Cost Effective & Scalable Training Solution

• Exact pricing depends on courses included, length of training desired and delivery format

• Training options include
  − Self-study online packages with employee dashboard ($300 - $500 per user, lifetime access)
  − Private virtual sessions with self-study included ($500 - $2,000 per user) and/or
  − Private in-office sessions with self-study included ($7,000 – $9,000 per day)

• Self-study online license pricing includes **lifetime access** per user as well as…
  − No recurring fees, just pay as you go for more users
  − As few as 1 user at a time (discounts rolled forward as you add more users to the training)
  − Premium support from actual VC practitioners in our learning management system

E-mail Licenses@wallstreetoasis.com for a custom quote or book a call here.
ADDITIONAL TRAINING PROGRAMS
Make Your Employees More Efficient

• Excel Modeling Course
  – 105 Lessons, 10 Exercises with Benchmarks, 5+ Hours of Training
  – Formatting, logic & data functions, math functions, lookups, data tables, auditing, navigation, filtering, pivot tables + more

• PowerPoint Course
  – 30 Lessons, 21 Exercises with Benchmarks across 8 modules
  – PPT interface, objects & lines, tables, graphs, diagrams, tips & tricks and storyboarding + more

Learn the use the tools efficiently with benchmarking exercises
Deals Process Course

- 100+ video lessons across 8 modules
- Includes real redacted deal docs for hands on learning
- Initial Business Appraisal (CIM Reviews)
- First Round Bids (NDAs, IOIs)
- Valuation + Financing (mini LBOs)
- Conducting Diligence (QoE, Tax, etc)
- Final Investment Committee Memo & LOI
- Distribution Waterfalls

This course is most relevant to VC funds making growth equity style investments
Financial Modeling Foundation

- Excel Modeling Course
- Financial Statement Modeling Course
- DCF Modeling Course
- Valuation Modeling
- M&A Modeling
- LBO Modeling
- Accounting Foundations
- Python & Machine Learning + more

10+ More Courses to Financial Modeling Mastery
Next Step - Contact Us for Proposal

• Please e-mail us at licenses@wallstreetoasis.com with the following information for a custom proposal:
  
  - Relevant courses for your team
  
  - Number of team members you’d like to get access to the course (no recurring fees, lifetime access per user)
  
  - Preferred Delivery (self-study, live virtual or live in office) and dates for live training if desired

• OR book a 10 minute call here to ask any additional questions

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