



**WSO**

# **VENTURE CAPITAL TRAINING PROGRAM**

**OVERVIEW - 2022**

# 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**

## 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

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- #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

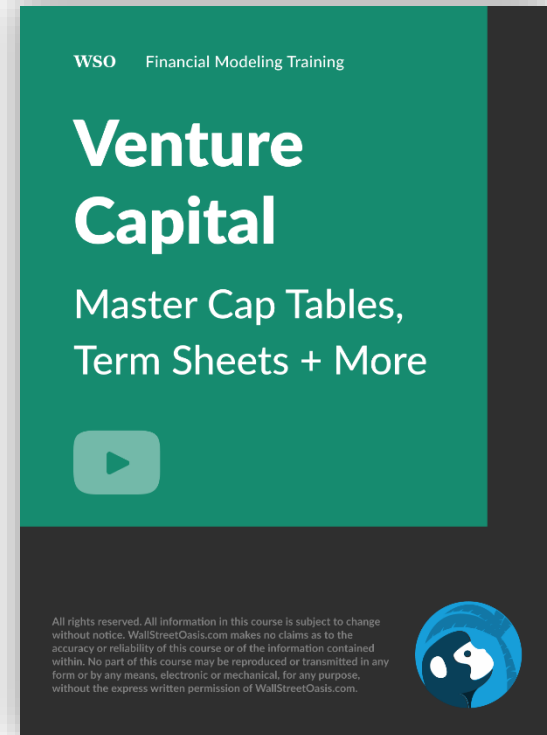
# Main Challenges for Training Junior VC Employees

- 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

**Theoretical VC landscape with focused practical technical training combined**

## 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)



**Comprehensive Theoretical + Practical Material to Prep any Junior VC Professional**

## 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.

The screenshot displays the 'Venture Capital Course' interface. At the top, it shows 'Back to All Courses', the course title 'Venture Capital Course', and details: '6 Hours' and '125 Lessons'. A description states: 'With over 6 hours of content and almost 100 video walkthroughs, this course will give you an inside look at the world of Venture Capital. We will briefly look over the history of VC and learn how funds are structured today. Many modules are dedicated to detailing out how term sheets are built, incorporating economics, controls, and rights & provisions. The course will also walk through the essentials of due diligence, starting with the basics and ending with advanced concepts such as ARR Builds and Cohort Analysis. By the end of the course, you will possess the skills and knowledge necessary to be valuable to your team on day one.' A green 'Start Learning' button is prominent.

On the right, the 'Course Progress' section shows a 13% completion bar and '109 lessons left to complete'. Below that, the 'Banana Reward' section shows a 23% progress bar and '14130 banana points to reach reward #2', with buttons for 'REWARD #1' and 'REWARD #2' and a 'VIEW YOUR CERTIFICATE' link.

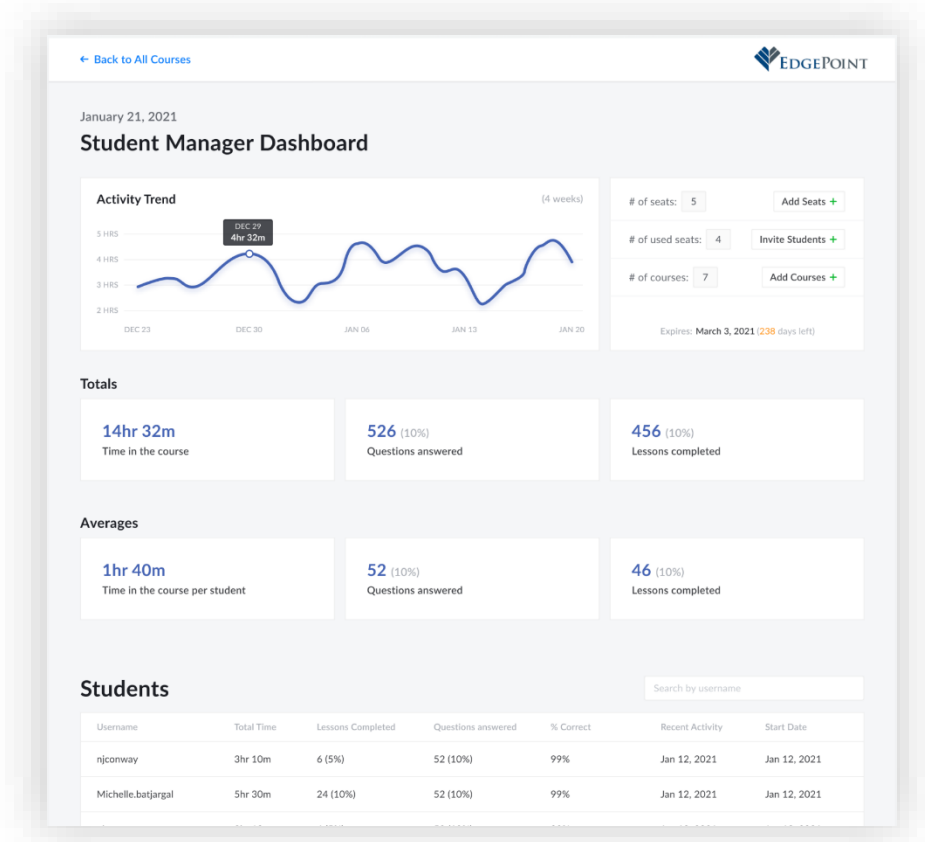
The main content area features a search bar for lessons and a list of lessons organized into two modules:

- Module 1: Introduction**
  - 1.1 - Course Objectives + Instructors + Additional Resources (03:44)
- Module 2: History Of Vc To Today**
  - 2.1 - The Olden Days... (04:00)
  - 2.2 - ...to VC today (03:06)
  - 2.3 - Prominent Venture-backed Companies (01:18)
  - 2.4 - Stages (01:35)
  - 2.5 - Power Law (02:27)
  - 2.6 - Example 1: Power Law (02:11)

On the right side, 'Course Materials (Download all)' lists various files: 'WSO VC Deck\_vF.pptx', 'Module 6 - NVCA Term Sheet...', 'Module 10 - Sequoia ... Youtu...', 'YC seed deck template.pptx', 'Excel Exercises.xlsx', and 'Module 14.zip'. Below this, a vertical list of modules is shown, including 'Module 1: Introduction', 'Module 2: History Of Vc To Today', 'Module 3: Fund Structures', 'Module 4: Various Roles In Vc', 'Module 5: Early-Stage Fin Instru...', 'Module 6: Term Sheet (Control + ...', and 'Module 7: Term Sheet (Modelling)'.

## 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**



# 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@wallstreeoasis.com](mailto:Licenses@wallstreeoasis.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

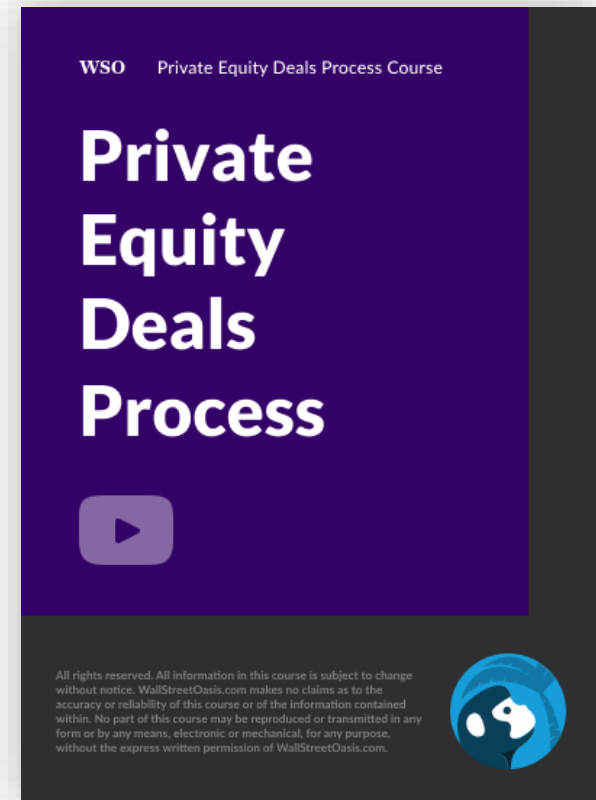


**Learn the use the tools efficiently with benchmarking exercises**

# Deals Process Course

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- 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

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- Please e-mail us at [licenses@wallstreetoasis.com](mailto: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

E-mail [Licenses@wallstreetoasis.com](mailto:licenses@wallstreetoasis.com) for a custom quote or [book a call here](#).