



# Jagannath International Management School

## Vasant Kunj, New Delhi-110070

(Affiliated to Guru Gobind Singh Indraprastha University, New Delhi)  
Recognized u/s 2(f) by UGC & Accredited with 'A' Grade by NAAC  
Participant of UNGC & UNPRME, New York  
ISO 9001:2015 Quality Certified

## Institution's Innovation Council

### Event Report

Angel Investment/ VC Funding opportunity for  
early-stage entrepreneurs

Mr. Aman Rishu  
(Founder, BallotNow)

Date: 3<sup>rd</sup> June 2021

Time: 1:00 pm

The poster features the following text and graphics:

- Logos for jims, INSTITUTION'S INNOVATION COUNCIL, and IIMC.
- Event Title: **ANGEL INVESTMENT/VC FUNDING OPPORTUNITY FOR EARLY STAGE ENTREPRENEURS**
- Guest Speaker: **GUEST SPEAKER**
- Role: **Budding Entrepreneur**
- Organization: **Founder - BallotNow**
- Organized by: **INSTITUTION'S INNOVATION COUNCIL - IIC**
- Event Details: **DATE : JUNE 3, 2021 | TIME : 01:00 PM | PLATFORM : ZOOM |**

**Event Category:** Virtual Guest Lecture

**Date:** June 3<sup>rd</sup> 2021

**Time:** 1:00 p.m.

**Venue:** Online on Zoom Platform

**Resource person:** Mr. Aman Rishu, Founder, BallotNow

**Beneficiaries with number:** 277

**Faculty Coordinator:**

Ms. Anisha Tandon, Assistant Professor

Ms. Divya Gupta, Assistant Professor

Dr. Shruti Bhuttani, Assistant Professor

**Learning Objective:**

1. To make students aware about Angel Investment and funding opportunity for budding entrepreneurs
2. To inform about the ways of pitching and approaching the right individual for funding
3. To acknowledge the students about new trends and source for raising funds for their business.

**Report**

Institution's Innovation Council organized an online session for students on "Angel Investment/ VC Funding opportunity for early-stage entrepreneurs" which was taken by Mr. Aman Rishu (Founder, BallotNow).

This informative guest lecture was to educate, young and potential start up owners about the various aspects of owning a start-up. Questions like "How to raise funds?" or "How to make a pitch to interested investors?", which usually are a matter of concern for young entrepreneurs, were answered by our guest, Mr Aman Rishu. Moreover, the students were also given information about Angel Investment and the difference between Angel Investment, Private Equity and Venture Capital.

The session began with the most important question, "What is a start-up?" Various students answered this question, after which Mr. Rishu told us the various steps involved in making a start-up and how funds can be raised. He told us to focus more on presenting data related to the start-up to the potential investors, as it creates a more long- lasting impact and also because data helps in gaining the trust of the investors.

The second half of the session focused on the difference between various forms of raising funds, especially putting emphasis on Angel Investment. He used a PowerPoint presentation to tell us more about Angel Investors, Venture Capitals and Private Equity and how they increase the survival chances of the start-up. As the session was about to come to an end, various curious students asked their doubts related to the topic.

### **Learning Outcomes:**

1. Students learnt about what a startup is and about the different stages one entrepreneur goes with.
2. Students learnt the difference between a startup and small business.
3. Students also got to know about different investment rounds and also the different between Angel Investment, Venture Capitals and Private Equity
4. Speaker gave an insight about when to pitch and how to pitch for startup funding.

### **Some Glimpses of the Event:**




Recording... LIVE on Facebook

# START-UP FUND RAISING

SESSION ON ANGEL INVESTMENT & VC FUNDING OPPORTUNITY FOR EARLY STAGE START-UPS

PRESENTATION BY AMAN RISHU




Remove Spotlight

BALLOONOW

-VOTE

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Aman Rishu




VASANT KUNJ

Google

New Delhi, Delhi, India  
Pocket 9, Masoodpur, Sector B, Delhi 110070  
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Security Participants Chat Share Screen Raise Hand Pause/Stop Recording Breakout Rooms Leave

STARTUP STAGES	INVESTMENT STAGES
▪ Research to Idea formation	▪ Bootstrap
▪ From idea to MVP	▪ Seed Funding
▪ Getting traction	▪ Angel Investment
▪ Growth	▪ Venture Capital Round
▪ Aiming for maturity	▪ Private Equity




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Aman Rishu



VASANT KUNJ

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New Delhi, Delhi, India  
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Recording... LIVE on Facebook You are viewing Aman Rishu's screen View Options

### START-UP

- Solves a **potential problem of the mass**.
- Innovation is the key for getting traction.
- Problem that needs the solution, creates the opportunity for the business.
- High Potential Growth.
- Ex- Uber, Amazon, Paytm.

### SMALL BUSINESS

- Fill in the gaps.
- Why me, not my competitor brings customers.
- Demand creates the opportunity for the business.
- Low Potential Growth.
- Ex- Digital Marketing Companies, Traditional business Moving on internet.

Unmute Start Video Security Participants 230 Chat Share Screen Raise Hand Pause/Stop Recording Breakout Rooms Leave

### WHY ANGELS & VCS OFTEN SAY NO TO STARTUPS


- High risk, low profit
- No team players
- No leadership quality
- No Market availability
- No potential growth of business
- Growth dependency on external environment.

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JIMS

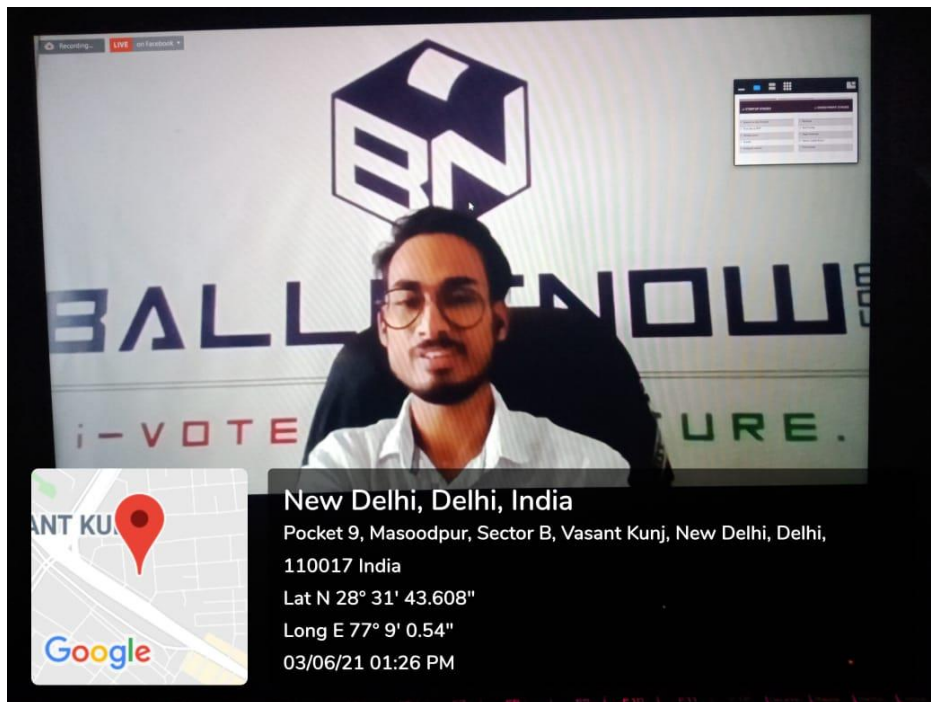
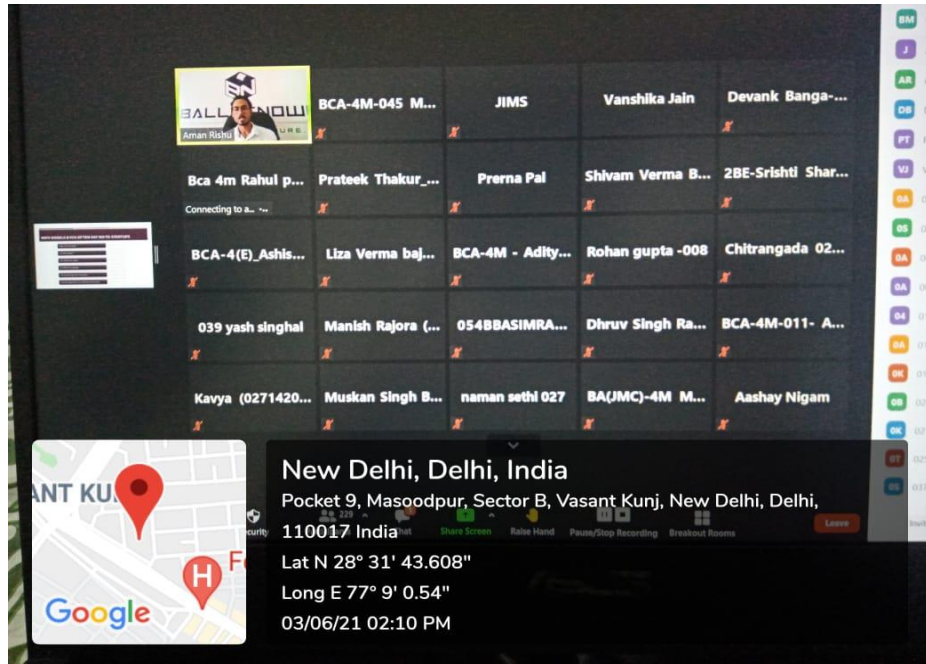
Vanshika Jain

Devank Banga...



**New Delhi, Delhi, India**  
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 Lat N 28° 31' 43.608"  
 Long E 77° 9' 0.54"  
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**Ms. Anisha Tandon**

Innovation Activity Coordinator

**Dr. Meenakshi Narula**

IIC convener