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COURSE BROCHURE

# Venture Capital Deal Screening and Term Sheet Training Course

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**jupiterprime.uk**
info@jupiterprime.uk
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# Venture Capital Deal Screening and Term Sheet Training Course

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Venture Capital Deal Screening and Term Sheet is a 1-week training course for investment analysts and corporate venture staff, and it builds a Startup Investment Memo for an investment committee. Funds now face crowded deal flow, longer paths to exit and sharper scrutiny from limited partners. Jupiter Prime Training sets venture capital deal screening and term sheet work inside that wider picture.

## Why Venture Capital Deal Screening and Term Sheet Matters Now

Three forces shape venture investing today: founders comparing offers from many funds, limited partners expecting a clear thesis behind each holding, and corporate parents wanting strategic return as well as upside. A disciplined fund backs fewer companies with more conviction, while a rushed one signs preference terms it regrets and spreads reserves thinly. The course rests on the power-law view of returns, the venture capital method of valuation and the standard clauses of a priced equity round.

## Who Gains Most from Venture Capital Deal Screening and Term Sheet

- Analysts who source startups and write first-pass screening notes
- Associates who run founder meetings and reference calls
- Corporate venture staff matching startups to parent priorities
- Portfolio staff tracking milestones and follow-on reserves
- Finance and legal contacts who read draft term sheets

A corporate venture unit or emerging fund gains most when its analysts and associates attend together and leave sharing one screening funnel and memo format.

## Venture Capital Deal Screening and Term Sheet Capabilities

Participants move from a raw pitch deck to a defended position on price, ownership and protective terms.

- Assess a startup against the investment thesis and kill criteria — the screening call
- Calculate pre-money valuation, dilution and target ownership with the venture capital method — the price offered to founders
- Weigh liquidation preference, anti-dilution and pro-rata clauses — the negotiation stance on the term sheet
- Build a cap table and waterfall for several exit outcomes — partners judging downside protection
- Design a follow-on reserve and milestone plan — capital allocation across holdings
- Communicate a deal case in a structured investment memo — the investment committee vote

## Key Venture Capital Deal Screening and Term Sheet Terms

- Deal flow — the stream of startup opportunities a fund receives, logged and ranked before meetings.
- Pre-money valuation — a startup's agreed worth just before new investment, setting the share price.
- Liquidation preference — a clause repaying investors, or a multiple, before common shareholders at exit.
- Anti-dilution protection — a mechanism adjusting an investor's conversion price if later shares sell cheaper.
- Pro-rata right — an investor's option to buy into later rounds to keep its ownership.
- Power law — the pattern in which a few portfolio companies return most of a venture fund's gains.

## Venture Capital Deal Screening and Term Sheet Day by Day

### Day 1: The Venture Landscape and Fund Economics

- Fund Lifecycle and Carried Interest — How Incentives Shape Deal Appetite
- Power-Law Return Curves — Portfolio Size and Concentration Choices
- Investment Thesis Statements — Sectors, Stages and Cheque Sizes Pursued
- Corporate Venture Mandates — Balancing Strategic and Financial Return
- Limited Partner Reporting Expectations — Transparency Owed on Each Holding

### Day 2: Sourcing and Screening Deal Flow

- Deal Flow Funnel and Tracking Log — Where Analyst Hours Go First
- Founder-Market Fit Interviews — Judging Team Strength Before Product
- Market Sizing Bottom-Up — Whether the Opportunity Supports Venture Scale
- Kill Criteria Scorecard — Early Rejection Without Wasting Founder Time
- Unit Economics Snapshot — Burn Multiple and Payback Signals for Fintech and Health Startups

### Day 3: Startup Valuation and Cap Tables

- Venture Capital Method — Target Exit Value Back to Entry Price
- Comparable Round Benchmarks — Pricing Against Recent Peer Financings
- Pre-Money and Post-Money Cap Table — Founder Dilution and Option Pool Size
- Convertible Notes and SAFE Conversion — Ownership After the Priced Round
- Exit Waterfall Modelling — Returns Under Low, Base and High Outcomes

### Day 4: Term Sheet Clauses and Negotiation

- Liquidation Preference Variants — Participating Versus Non-Participating Downside Cover
- Anti-Dilution Formulas — Broad-Based Weighted Average Versus Full Ratchet
- Board Seats and Protective Provisions — Control Over Major Company Decisions
- Vesting, Drag-Along and Tag-Along Clauses — Aligning Founders and Investors
- Negotiation Priority Matrix — Which Terms to Trade and Which to Hold

## Day 5: Practising the Startup Investment Memo

- Diligence Findings Synthesis — Turning Screening and Interview Notes Into Risks
- Valuation Range Defence — Presenting Entry Price and Ownership Logic
- Term Sheet Position Paper — Recommended Clauses and Fallback Options
- Follow-On Reserve and Milestone Plan — Capital Set Aside for Later Rounds
- Startup Investment Memo — Committee-Ready Case With Thesis, Price and Terms

## Applying Venture Capital Deal Screening and Term Sheet After the Course

- Rebuild the deal flow log around a kill criteria scorecard and test it on new inbound pitches.
- Run a cap table and exit waterfall on one live term sheet and brief partners on clauses to trade.

## Venture Capital Deal Screening and Term Sheet Questions FAQ

### What is venture capital deal screening and term sheet work, and why does it matter now?

It is the fund-side discipline of filtering startups, pricing them and setting investment terms. It matters now because founders compare offers and limited partners demand a clear thesis, so loose terms quickly erode returns.

### Which roles gain most from venture capital deal screening and term sheet skills?

Analysts, associates and corporate venture staff gain most. They screen startups, model cap tables, read draft term sheets and prepare committee cases every week.

### How does a venture capital deal screening and term sheet course differ from a startup fundraising course?

It takes the investor's seat rather than the founder's. A fundraising course helps founders pitch and extend runway; this one helps investors reject weak deals, price strong ones and negotiate protective terms.

### What do you bring back from venture capital deal screening and term sheet training?

You bring back a completed investment memo for a startup deal, with a screening scorecard, cap table, exit waterfall and term sheet position that colleagues can reuse.

## Venture Capital Deal Screening and Term Sheet: The Way Forward

The Startup Investment Memo first informs the committee's decision to issue a term sheet or pass. Partners, analysts and corporate sponsors use it to compare price, ownership and protective clauses on one page. After its first use, revisit the kill criteria and reserve assumptions once the follow-on round shows which signals predicted progress.