

# News from CFALA

**For Immediate Release**

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## **Invitation to CFA Society Oct. 6 Lunch: Expert on Venture Capital/Private Equity Deal Sourcing**

LOS ANGELES – With the private equity and venture capital markets showing increased activity, an upcoming presentation by a widely recognized authority on these two important areas is especially timely. Please join us Tuesday, Oct. 6, when the CFA Society of Los Angeles (CFALA) presents David Teten speaking on “Where are the Deals?” – a wide-ranging discussion of best practices in deal origination by private equity and venture capital funds.

Teten will be discussing the results of the first-ever study of best practices in venture capital and private equity deal origination. The study draws on Teten’s proprietary data set of how over 125 professional investors originate deals; his work with a range of institutional investor clients; and research he conducted in writing his book, [\*The Virtual Handshake: Opening Doors and Closing Deals Online\*](#). The study will be published in the Journal of Private Equity (an Institutional Investor publication). A preview of the study’s results is at [www.teten.com/deals](http://www.teten.com/deals).

Among the topics Teten will cover are the primary sources of deal flow for institutional investors, the earmarks of a potential investment opportunity, how to identify companies that might be interested in being approached, and how to partner with operating executives. Teten also will address ways of using social media to expand deal-making opportunities.

Teten is CEO of Teten Advisors (Teten.com), which specializes in advising private equity and venture capital funds on accelerating deal flow, portfolio company executive optimization and recruiting, and due diligence. He is the author of “The Virtual Handshake: Opening Doors and Closing Deals Online” (TheVirtualHandshake.com), the first book about how to originate investment opportunities, raise capital, and win new clients with online networks, blogs, and other Web 2.0 technologies. He was formerly Founder and CEO of Circle of Experts, sold to Evalueserve; Founder and CEO of Teten Recruiting, sold to [Accolo](#); and Founder and CEO of an investment bank focusing on serving the internet domain name asset class. David holds a Harvard MBA and a Yale BA, both with honors, and was initially a Bear Stearns investment banker. He holds a Harvard MBA and a Yale BA, both with honors.

Where: ETC Room, 2 California Plaza, 350 S. Grand Ave., L.A. CA 90071

When: 12pm – 1:30pm, Tuesday, Oct. 6.

**Interview Requests with David Teten:** [Info@teten.com](mailto:Info@teten.com), +1-917-355-5726

**RSVP for lunch:** Erik Einertson, CFA, CAIA, [eeinertson@firstquadrant.com](mailto:eeinertson@firstquadrant.com), 626.683.4130.

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Released 09/28/2009