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Yuri Milner's DST Fund and Ron Conway's SV Angel fund recently announced that they will invest in every single startup coming out of Y Combinator. The seed rounds will provide \$150,000 to every single one of the 40 startups that wants it, without any due diligence on their own part whatsoever.

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According to Brian Cohen, author of What Every Angel Investor Wants You to Know, the biggest source of start-up capital is still angel investors. In today's podcast, Cohen talks about angel

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Something, to be part of something
meaningful.

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When you connect with the right angel
investor, it's like finding a new best
friend—you just have to know what makes

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to know. Smart funding is waiting for smart founders. Raising funds is all about connecting with the investor who's right for you—and What Every Angel Investor Wants You to Know shows you exactly how to succeed.

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The US Small Business Administration reports that the country has 250,000 active angel investors who place about \$20 billion in some 50,000 start-ups annually. People become angels because they want a high return on their investments, but also because they crave the excitement of

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Working with bright individuals, most notably in the field of technology.

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The angel investor will want to get a sense of how the company plans to market itself, the cost of acquiring a customer, and the long-term value of a customer. So the

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In What Every Angel Investor Wants You
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many more questions. Many might think

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it's all about the money. Wrong. Angel investors already have a pile of money. They don't want to lose money, to be sure. But angels are looking to accomplish something, to be part of something meaningful.

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