

Keiretsu Forum Bids on 'Vice' For Charity

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This is Part 1 of a series on the Keiretsu Forum

Coming up in the next edition of The Angel Journal:

An Inside Peek Into Keiretsu Members and

Deals“I gotta like the business, I gotta be able to smell money in the deal.” --Charles Higgins

Keiretsu Forum chapter co-president Matthew Le Merle held up a bottle of 1995 Chateau D’Yquem, offering it up for auction with obvious reluctance. But the bids were slow in coming and he finally had to package it with two other wines to garner a total \$600. On the other hand, a year of services by LesConcierges , a concierge for the ultra-wealthy, was snapped up instantly. Chief Executive Linda Jenkinson immediately stepped forward with two more packages to collect a total donation of \$1,800.

The angel investors in the room apparently were a very selective group, even when it came to bidding on “vices” for charity. They had gathered at the San Francisco City Club to hear 10-minute presentations by four companies hoping to attract their attention. If just a few listeners expressed interest by signing a clipboard passed around the room, the executives who stood before them knew they were well on their way to a successful round of fund-raising. The fast-growing Keiretsu Forum, founded in 2000, is a model of efficient angel investing. A total of 500 members in 12 chapters gather monthly to consider a set of four presentations. After a quick discussion, investors indicate their interest in following up and collaborate on due diligence before committing funds.

Since its founding in 2000 by chief executive Randy Williams, members have invested \$100 million in companies producing everything from a medical testing device to a self-cleaning cat litter box. The Keiretsu Forum charitable foundation has received over 1 million dollars in gifts and has made contributions to 81 charities.