

## Deal flow and partnering

Sourcing is an iterative process driven by a combination of tools, research, and your network.

Sourcing recommendations - general screening

- Student-led sourcing
  - Personal networks
  - Local mentors
  - Alumni
- Investment networks (e.g. PRIME Coalition, Astia, CREO, Gratitude Railroad) or Fellowships (e.g. Echoing Green, Ashoka)

Partner ideas - specific to place-based/community

- Find a local partner (Sallie Bailey gave the example of Corner to Corner in Nashville)
- Look at Minority Business Certification (MBE) designees with the National Minority Supplier Development Council (NMSDC) being the primary certifying body
- Look at the Urban League

At Berkeley Haas, they focus students on working both top down (connecting with other investors) and bottom up (going to the companies they were targeting directly), in addition to trying to get as many warm intros into both targets from their personal and professional networks as possible. Most of the teams have more success with the bottom-up than the top-down, but the top-down is a great way to network and ask about companies/potential investments they may not know about from their screening process.

Challenges

- There are always constraints with student funds that don't exist in the same way in the real world, such as timing and continuity
- Deciding on impact versus financial returns
- Changing trends and student interest (example of broadening the investment thesis of a fund from microfinance)