

WAVE

Women's Association of Venture & Equity

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Women lawyers float new venture & equity trade group

Relationships and networking are key to business development for any lawyer. To that end, two Edwards & Angell LLP attorneys decided to round out their Rolodexes by forming their own industry association.

Venture capital attorneys Sarah N. Camougis, who is based in the firm's Boston office, and Susan A. Keller, who works in the firm's Providence office, founded the Women's Association of Venture & Equity Inc. (WAVE).

Camougis said she views the group as a "critical professional tool."

"Meeting other professionals in the private equity industry that have substantive info about the private equity industry" was one of the main reasons for forming the group, Camougis said.

Since last September, the two have gathered names of 250 women who have attended private equity conferences and events, and at least 100 have attended WAVE organizational meetings since last fall, Keller said.

The group incorporated and held its first two official events in conjunction with a private equity and analyst conference in January in New York.

Members include general partners in venture firms, placement agents, accountants who do a lot of work for private equity firms and software developers who specialize in private equity software products.

The group has a national -- and even international -- focus, but WAVE will make waves in Cambridge this fall at the National Venture Capital Association conference, scheduled for October.

Besides networking and deal flow, Camougis and Keller hope that mentoring relationships will flow from WAVE.

"It's clear to us that to get ahead in a venture firm you need to have your own network," Camougis said.