

# CONNECTS

## Workshops/Talks/Seminars

### Attention CMU Community:

Our CONNECTS series provides a detailed look into aspects of entrepreneurship and innovation. Teams looking for talent and talent looking for teams; CONNECT at these events.

### Spring 2015

<b>Using Open Source Code for your Startup</b> <i>Elijah Mayfield, Lightside</i>	Friday, Jan 23 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Starting a Business with an F-1 Visa</b> <i>Panel Discussion</i> <b>START SMART</b>	Thursday, Jan 29 5:30 to 7:00 pm	Gates Hillman, 6115
<b>Making Things Here (Pittsburgh)</b> <i>Ilana Diamond, AlphaLab Gear</i>	Friday, Jan 30 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Business Formation</b> <i>David Lehman, K&amp;L Gates</i> <b>START SMART</b>	Thursday, Feb 5 5:30 to 7:00 pm	University of Pittsburgh Barco Law Building, 111
<b>Lean Startup</b> <i>Dave Mawhinney, CMU CIE</i>	Wednesday, Feb 11 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Insurance for Startups: What and When?</b> <i>Sean Ruppert, Century Insurance Consultants, LTD</i>	Friday, Feb 13 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Raising Capital (Part 1)</b> <i>David Lehman, K&amp;L Gates</i> <b>START SMART</b>	Tuesday, Feb 17 5:30 to 7:00 pm	Newell Simon Hall, 3305
<b>Financial Modeling</b> <i>Phil Compton, Malcovery</i>	Wednesday, Feb 18 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Building and Growing an Entrepreneurial Team</b> <i>Art Boni, Tepper School of Business</i>	Friday, Feb 20 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Splitting the Equity Pie</b> <i>Frank Demmler, Innovation Works</i>	Wednesday, Feb 25 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Agile Product Development</b> <i>Sean Ammirati, Birchmere Ventures &amp; Labs</i>	Wednesday, March 4 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Raising Capital (Part 2) Negotiating a Term Sheet</b> <i>David Lehman &amp; Henry Snyder, K&amp;L Gates</i> <b>START SMART</b>	Thursday, March 5 5:30 to 7:00 pm	Newell Simon Hall, 3305
<b>Protecting Your Company's IP</b> <i>Mike Lazzara, K&amp;L Gates</i> <b>START SMART</b>	Thursday, March 19 5:30 to 7:00 pm	University of Pittsburgh Barco Law Building, 111
<b>Sales Prospecting &amp; Process</b> <i>Bryan Whittington, Peak Performance Management, Inc</i>	Friday, March 20 3:00 to 4:30 pm	Newell Simon Hall, 3305
<b>Startup Personnel</b> <i>David Lehman &amp; Mike Pavlick, K&amp;L Gates</i> <b>START SMART</b>	Tuesday, April 14 5:30 to 7:00 pm	University of Pittsburgh Barco Law Building, 111
<b>Setting Up Your Back Office</b> <i>Bill Richardson, Sisterson &amp; Co. LLP</i>	Wednesday, April 22 3:00 to 4:30 pm	Newell Simon Hall, 3305

\*Subject to change

\*START SMART Events are co-hosted by Project Olympus and the Pitt Law Innovation Practice Institute

Start Smarts  
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**K&L GATES**

Register: <http://bit.ly/1ynB5cH>

[www.cmu.edu/cie](http://www.cmu.edu/cie)

