

# CONNECTS

## Entrepreneurship Seminar Series

### Spring 2016 – CONNECTS

<b>Starting a Business on an F-1 Student Visa</b> <i>Panel Discussion</i> <b>START SMART</b>	Wed, Jan 20 5:30-7 pm	CIC (Collaborative Innovation Center) 1201
<b>Customer and Competitor Discovery via Database Research</b> <i>Roye Werner, CMU</i>	Fri, Jan 22 3-4:30 pm	Newell Simon Hall 3305
<b>Making Things Here</b> <i>Ilana Diamond, AlphaLab Gear</i>	Fri, Feb 5 3-4:30 pm	Newell Simon Hall 3305
<b>The Lean Startup</b> <i>Dave Mawhinney, CMU CIE</i>	Wed, Feb 10 3-4:30 pm	Newell Simon Hall 3305
<b>Financial Modeling</b> <i>Phil Compton</i>	Wed, Feb 17 12:30-2 pm	CIC (Collaborative Innovation Center) 1201
<b>Raising Capital Part 1</b> <i>David Lehman, K&amp;L Gates</i> <b>START SMART</b>	Thurs, Feb 18 5:30-7 pm	University of Pittsburgh Barco Law Building, 107
<b>Agile Product Development</b> <i>Sean Ammirati, Birchmere Ventures &amp; Labs</i>	Wed, Feb 24 12:30-2 pm	CIC (Collaborative Innovation Center) 1201
<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>	Mon, Feb 29 5:30-7 pm	Newell Simon Hall 3305
<b>Splitting the Equity Pie</b> <i>Frank Demmler, Innovation Works</i>	Wed, March 2 12:30-2 pm	Newell Simon Hall 3305
<b>Company Formation</b> <i>David Lehman, K&amp;L Gates</i> <b>START SMART</b>	Thurs, March 3 5:30-7 pm	University of Pittsburgh Barco Law Building, 107
<b>Insurance for Startups: What Do I Need and When?</b> <i>Sean Ruppert, Century Insurance Consultants, LTD</i>	Wed, March 16 12:30-2 pm	Newell Simon Hall 3305
<b>Protecting Your Company's IP + Unraveling Student IP</b> <i>K&amp;L Gates Staff</i> <b>START SMART</b>	Thurs, March 17 5:30-7 pm	University of Pittsburgh Barco Law Building, 107
<b>Convertible Promissory Note</b> <i>Peter Papagianakis, Business Law Firm LLC</i>	Wed, March 30 12:30-2 pm	Newell Simon Hall 3305
<b>Getting Started with Sales</b> <i>Bruce Smith, Achieving Sales Results, LLC</i>	Wed, April 6 12:30-2 pm	Newell Simon Hall 3305
<b>Social Enterprise - Profit with a Purpose</b> <i>Stephanie Dangel, IPI, Pitt Law School</i> <b>START SMART</b>	Thurs, April 7 5:30-7 pm	Newell Simon Hall 3305
<b>Buy-Sell Agreements and NDAs</b> <i>Daniel Lynch, The Lynch Law Group</i>	Fri, April 8 3-4:30 pm	Newell Simon Hall 3305
<b>Setting Up Your Back Office</b> <i>Bill Richardson, Sisterson &amp; Co. LLP</i>	Wed, April 20 12:30-2 pm	Newell Simon Hall 3305
<b>Preparing for an Exit</b> <i>David Lehman, K&amp;L Gates</i> <b>START SMART</b>	Thurs, April 21 5:30-7 pm	Gates 4405

### Spring 2016 – Inside-Out Commercialization Workshops

<b>SBIR 101</b> <i>Paul Petrovich, University of Pittsburgh</i>	Wed, Feb 3 4:30-6 pm	Newell Simon Hall 3305
<b>Patent Search</b> <i>Reed McManigle, CMU CTTEC</i>	Fri, March 18 3-4:30 pm	Gates 6115

START SMARTS co-hosted & sponsored by



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