

CONNECTS

Entrepreneurship Seminar Series: Spring 2017

Starting a Business with an F-1 Visa <i>Panel Discussion</i>	Thurs, Jan 19 5:30-7 pm	Newell Simon Hall 3305
Customer and Competitor Discovery via Database Research <i>Ryan Splenda, CMU Libraries</i>	Fri, Jan 20 3-4:30 pm	Newell Simon Hall 3305
Advance Your Internet Selling Power <i>Laurie Barkman, Managing Partner, Topanga Partners Private Equity</i>	Wed, Jan 25 12:30-2 pm	Newell Simon Hall 3305
Digital Marketing: Its All About the Numbers <i>Eric Boduch, Pendo</i>	Fri, Jan 27 3-4:30 pm	Newell Simon Hall 3305
Making Things Here <i>Ilana Diamond, AlphaLab Gear</i>	Wed, Feb 1 12:30-2 pm	Newell Simon Hall 3305
Getting Started with Sales <i>Bruce Smith, Achieving Sales Results, LLC</i>	Fri, Feb 3 3-4:30 pm	Newell Simon Hall 3305
Lean Startups <i>Dave Mawhinney, CMU Swartz Center</i>	Wed, Feb 8 4-5:30 pm	Newell Simon Hall 3305
Company Formation <i>David Lehman, K&L Gates</i>	Thurs, Feb 9 5:30-7 pm	University of Pittsburgh Barco Law Building, 109
Setting Up Your Back Office <i>William Richardson & Carissa Habsburg, Sisterson & Co. LLP</i>	Fri, Feb 10 3-4:30 pm	Newell Simon Hall 3305
Financial Modeling <i>Phil Compton, Malcovery Security</i>	Wed, Feb 15 12:30-2 pm	Newell Simon Hall 3305
Raising Capital <i>David Lehman, K&L Gates</i>	Thurs, Feb 16 5:30-7 pm	Newell Simon Hall 3305
How to Pitch to Angels <i>Don Morrison, BlueTree Allied Angels</i>	Fri, Feb 17 3-4:30 pm	Newell Simon Hall 3305
Agile Product Development <i>Sean Ammirati, Birchmere Ventures & Labs</i>	Wed, Feb 22 12:30-2 pm	Newell Simon Hall 3305
Raising Capital Part 2-Negotiating Term Sheets <i>David Lehman & Henry Snyder, K&L Gates</i>	Thurs, Feb 23 5:30-7 pm	University of Pittsburgh Barco Law Building, 109
Splitting the Equity Pie <i>Frank Demmler, Innovation Works</i>	Fri, Feb 24 3-4:30 pm	Newell Simon Hall 3305
Insurance for Startups: What Do I Need and When? <i>Sean Ruppert, Kraemer, Manes & Associates LLC.</i>	Wed, March 1 12:30-2 pm	Newell Simon Hall 3305
Refining Your Elevator Pitch <i>Mel Pirchesky, founder and President of Eagle Ventures</i>	Fri, March 3 3-4:30 pm	Newell Simon Hall 3305
Finding Follow-on Capital <i>Benjamin Garber, MedExpress</i>	Tues, March 7 12:30-2 pm	Gates 4405
How to Access Resources from the Government <i>Tim McNulty, CMU</i>	Wed, March 8 12:30-2 pm	Newell Simon Hall 3305
Preparing for an Exit <i>David Lehman, K&L Gates</i>	Tues, March 28 5:30-7 pm	Newell Simon Hall 3305
Social Enterprise-Profit with a Purpose <i>Stephanie Dangel, IPI, University of Pittsburgh Law</i>	Tues, April 4 5:30-7 pm	Newell Simon Hall 3305
Convertible Promissory Note – Understanding the Key Terms <i>Peter Papagianakis, Business Law Firm LLC</i>	Wed, April 5 12:30-2 pm	Newell Simon Hall 3305
Buy-Sell Agreements & NDAs <i>Daniel Lynch, The Lynch Law Group</i>	Wed, April 12 12:30-2 pm	Newell Simon Hall 3305
FDA Vision for Novel Technologies <i>Elora Gupta, Drug and Device Advisory Group; Courtney Williamson, AbiliLife</i>	Mon, April 17 12:30-2 pm	Newell Simon Hall 3305
Protecting Your Company's IP Assets <i>George Dickos & Lauren Shuttleworth Murray, K&L Gates</i>	Tues, April 18 5:30-7 pm	University of Pittsburgh Barco Law Building, Alcoa

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