

# CONNECTS

## Entrepreneurship Seminar Series Spring 2023

All CONNECTS events will be hosted in-person at the  
Swartz Center for Entrepreneurship, Tepper Quad, 3rd Level.

A virtual option will also be available.

All CONNECTS Seminars are held from 12:30 - 1:30 p.m. EST

Wed, Jan 18	<b>Landing Your First Five Customers</b> Alex Salazar, Neotribe Ventures	Wed, Feb 15	<b>Franchising - Opportunities are Everywhere</b> Chris Cynkar, FranChoice
Thurs, Jan 19	<b>Finding Follow-on Capital</b> Ben Garber, 7 Mile Advisors	Thurs, Feb 16	<b>Splitting the Founder's Pie &amp; Other Aspects of Equity Compensation</b> Frank Demmler, Startup Whisperer
Tues, Jan 24	<b>Tax, Business and Accounting Issues for Startups</b> Carissa Habsburg & Megan Rechenberg, Sisterson & Co. LLP	Tues, Feb 21	<b>How Innovation Can Help to Heal Healthcare</b> Ginny Pribanic, MedRespond, LLC
Wed, Jan 25	<b>Equity Crowdfunding - the VC Alternative, Risks, Rewards and When Should You Do It?</b> Maggie Zheng, Wefunder	Wed, Feb 22	<b>Practical Business Negotiation for the Early-Stage Company</b> Eric Kline, Troutman Pepper
Thurs, Jan 26	<b>Legal Considerations for Social Entrepreneurs</b> Eryn Correa, Correa Legal	Thurs, Feb 23	<b>Hustlenomics</b> Damola Idowu, EIC and Founder of Owners Illustrated Magazine
Tues, Jan 31	<b>Pitching: An Investors Perspective</b> Catherine Mott & Sreekar Gadde, BlueTree Venture Fund	Tues, Feb 28	<b>Insurance for Startups</b> Laurie Kuzneski, Kuzneski Insurance Group
Wed, Feb 1	<b>Leverage IP to Drive Business Value</b> Sreekar Gadde, BlueTree Venture Fund & Jason Somma, Attorney/Consultant	Wed, Mar 1	<b>Startup Branding</b> Ellie Javadi, Sapphire Ventures
Thurs, Feb 2	<b>Leveraging Partnerships with FDA: Advice for Startups</b> Dr. Elora Gupta, Drug and Device Advisory Group, and Dr. Courtney Williamson, AbiliLife	Thurs, Mar 2	<b>Exploring Eight Types of Entrepreneurship</b> Laurie Barkman, M&A Advisor and CMU Adjunct Professor of Entrepreneurship
Tues, Feb 7	<b>Building a startup from 0 to 1: Operations and Fundraising</b> Mar Hershenson, Pear VC	Tues, Mar 14	<b>Scaling from Scratch: Launching Network-based Startups</b> Allison Braund-Harris, Hardly
Wed, Feb 8	<b>Growth Hacking Tactics 2023</b> Joey Rahimi, aikenhouse.com	Thurs, Mar 23	<b>Launching Hardware Startups with Monozukuri, The Art of Making Things in a Creative Way</b> Nobuhiro Seki, Monozukuri Ventures
Thurs, Feb 9	<b>How To Design For Production At Super Speed</b> Elijah Wiegmann, Spruce Pup	Wed, Mar 29	<b>Accelerating Your Startup via Corporate Partnerships</b> Sean Ammirati, CMU Swartz Center and Dr. Ed Rakiewicz, PPG
Tues, Feb 14	<b>Using Digital to Achieve Business Goals</b> Laura Kelly, Dick's Sporting Goods		

## START SMART LAW Seminar Series: Spring 2023

All START SMART LAW seminars begin at 5:00 p.m. and are virtual.

Tues, Jan 31	<b>How to Start a Business on an F-1 Student Visa</b> Panel Presenters	Tues, Mar 28	<b>How to Structure Your Capital Raise Part 2 -- Negotiating the Term Sheet Workshop</b> David Lehman and Adam Kelson, K&L Gates
Tues, Feb 28	<b>Hiring &amp; Firing</b> David Lehman and Mike Pavlick, K&L Gates	Tues, April 11	<b>Worst Mistakes Made by Startups</b> David Lehman and Adam Kelson, K&L Gates
Tues, Mar 14	<b>How to Structure Your Capital Raise Part 1 -- The Fundamentals</b> David Lehman, K&L Gates		

FREE AND OPEN TO ALL

\*Subject to change\*

Register @ [bit.ly/34xpyO0](https://bit.ly/34xpyO0)