

CONNECTS

Entrepreneurship Seminar Series

Fall 2015 — CONNECTS

Evaluating a Good Idea <i>Kit Needham, CMU CIE</i>	Thursday, Sept 17 12:30 pm to 2:00 pm	Gates, 6115
Creating a Successful Student Business Team <i>Kit Needham, CMU CIE; Bill Courtright, CMU</i>	Friday, Sept 18 3:00 pm to 4:30 pm	Newell Simon Hall, 3305
Contract Basics <i>David Lehman & Susan Altman, K&L Gates</i> START SMART	Thursday, Sept 24 5:30 pm to 7:00 pm	University of Pittsburgh Barco Law Building, 107
The Business Model Canvas <i>Dave Mawhinney, CMU CIE</i>	Friday, Sept 25 3:00 pm to 4:30 pm	Gates, 6115
The Lean Startup <i>Dave Mawhinney, CMU CIE</i>	Thursday, Oct 1 3:00 pm to 4:30 pm	Gates, 4405
Financial Modeling <i>Phil Compton, Malcovery</i>	Wednesday, Oct 7 12:30 pm to 2:00 pm	Gates, 2109
Agile Product Development <i>Sean Ammirati, Birchmere Ventures & Labs</i>	Wednesday, Oct 14 12:30 pm to 2:00 pm	CIC (Collaborative Innovation Center), 1201
Raising Capital <i>David Lehman, K&L Gates</i> START SMART	Thursday, Oct 15 5:30 pm to 7:00 pm	CIC (Collaborative Innovation Center), 1201
Splitting the Equity Pie <i>Frank Demmler, Innovation Works</i>	Wednesday, Oct 21 3:00 pm to 4:30 pm	Newell Simon Hall, 3305
Protecting Your IP Seminar <i>George Dickos & Lauren Murray, K&L Gates</i> START SMART	Tuesday Oct 27 5:30 pm to 7:00 pm	University of Pittsburgh Barco Law Building, 107
Improv Sales - Acting for a Customer Audience <i>Adam Paulisick, Nielsen Catalina Solutions</i>	Wednesday, Oct 28 12:30 pm to 2:00 pm	Newell Simon Hall, 3305
Finding the Right Lawyer for Your Startup <i>Kit Needham, CMU CIE; Stephanie Dangel, PittLaw</i> START SMART	Tuesday Nov 3 5:30 pm to 7:00 pm	Gates, 6115
The Art of the Pitch <i>Des O'Connor, Innovation Works</i>	Wednesday, Nov 4 12:30 pm to 2:00 pm	Newell Simon Hall, 3305
Creating a Successful Video Pitch <i>Brian Staszal, CMU</i>	Tuesday, Nov 10 9:30 am to 11:00 am	Newell Simon Hall, 1507
How to Pitch to Angels <i>Don Morrison, BlueTree Allied Angels</i>	Wednesday, Nov 11 12:30 pm to 2:00 pm	Newell Simon Hall, 3305
Structuring 3rd Party Relationships <i>David Lehman, K&L Gates</i> START SMART	Tuesday Nov 17 5:30 pm to 7:00 pm	Gates, 6115

Fall 2015 — Special Seminars

Creating an Effective Landing Page for Your Business <i>Will Lutz, ConnectWith</i>	Wednesday, Sept 30 12:30 pm to 2:00 pm	Gates, 4405
Customer and Competitor Discovery via Database Research <i>Roye Werner, CMU</i>	Friday, Oct 16 3:00 pm to 4:30 pm	Newell Simon Hall, 3305
Deciphering Google Analytics <i>Marta DePaul Dalton, ANSYS, Inc.</i>	Friday, Oct 30 12:00 pm to 1:30 pm	Gates, 4405
The Price of Admission: Communicating Effectively <i>Emily Stark, CMU CIE</i>	Friday, Nov 13 12:30 pm to 2:00 pm	Gates, 6115
Buy-Sell Agreements and NDAs <i>Daniel Lynch, The Lynch Law Group</i>	Friday, Dec 4 12:30 pm to 2:00 pm	Newell Simon Hall, 3305

START SMARTS co-hosted & sponsored by



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Register: bit.ly/1gXQI9N

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