

# CONNECTS

## Entrepreneurship Seminar Series

### Spring 2017— CONNECTS

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

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