

# CONNECTS

## Entrepreneurship Seminar Series Fall 2019

All CONNECTS Seminars are held in the Swartz Center on the 3rd Floor of the Tepper Quad from 12:30 - 1:30 p.m.

Tues, Sept 10	<b>Why Everyone Must Think and Act Like an Entrepreneur!</b> Rebecca Harris, Chatham University	Tues, Oct 15	<b>Building a Successful Team</b> Kit Needham, Project Olympus
Wed, Sept 11	<b>Design Thinking Through New Metaphors</b> Dan Lockton, CMU	Wed, Oct 16	<b>Angel Investment for Women Entrepreneurs</b> Christine Ferguson, Ferguson Financial Consulting, Inc.
Thurs, Sept 12	<b>Entrepreneurship Through Acquisition</b> Eric Close, Flash Surgical Inc. and Forest Lane Capital	Thurs, Oct 17	<b>The Art &amp; Science of Negotiation</b> Taya R. Cohen, PhD
Mon, Sept 16	<b>A Tale of Two Startups – The Best Strategies, The Worst Strategies</b> Michael Glenn, Perkins Coie	Tues, Oct 29	<b>Investor Presentations – Beyond the Pitch</b> Jim Jen, AlphaLab
Tues, Sept 17	<b>Business Model Canvas: A Practical Guide</b> Will Kaigler, CMU Swartz Center	Wed, Oct 30	<b>B2B Product Marketing</b> Suzy Teele, ARM
Wed, Sept 18	<b>Is My Idea a Good One?</b> Kit Needham, Project Olympus	Thurs, Oct 31	<b>Insurance for Startups</b> Laurie Kuzneski, Kuzenski Insurance Group
Thurs, Sept 19	<b>Lean Startups</b> Dave Mawhinney, CMU Swartz Center	Tues, Nov 5	<b>Federal SBIR/STTR Process and How Startups Can Take Advantage of Free Money</b> Ralph Hershberger, Madera Associates LLC
Tues, Sept 24	<b>Overcoming Fear, Finding Success and Building a More Women-Friendly Startup Community</b> Dr. Lynn C. Yanyo, De Novo Ground	Wed, Nov 6	<b>Using Digital to Achieve Business Goals</b> Laura Kelly, Dick's Sporting Goods
Wed, Sept 25	<b>Splitting the Founder's Pie &amp; Other Aspects of Equity Compensation</b> Frank Demmler, Startup Whisperer	Thurs, Nov 7	<b>From Classroom to Boardroom: Turning a Class Project into a Fully Fledged Corporation</b> Alison Alvarez, BlastPoint
Wed, Oct 2	<b>Agile Product Development</b> Sean Ammirati, Birchmire Ventures	Tues, Nov 12	<b>Creating a Successful Video Pitch</b> Brian Staszal, CMU
Thurs, Oct 3	<b>Labs to Launch: Demystifying Early Stage Venture Funding Milestones and Expectations</b> Kelly Coyne	Wed, Nov 13	<b>Public Relations Primer: How to Earn Media Coverage</b> Emma Gielata, Matter Communications
Tues, Oct 8	<b>Financial Modeling</b> Phil Compton	Thurs, Nov 14	<b>Tune Up Your Perfect Pitch</b> Daniel Teadt, CMU
Wed, Oct 9	<b>"Growth" for 10K Small Businesses</b> Lisa Salley, API	Mon, Nov 25	<b>Investigating the Differences in Investment Practices Between European and US Venture Capital Firms</b> Dr. Keith Arundale
Thurs, Oct 10	<b>To Trust or Not to Trust: What Every Startup Needs to Know about Privacy and Cybersecurity</b> John Funge, DataTribe		

### START SMART LAW Seminar Series: Fall 2019

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

Tues, Sept 24 5:00 - 7:00 p.m. GHC 4405	<b>Introduction to Startup Law: Get the Answers to YOUR Legal Questions!</b> David Lehman, K&L Gates & Chip Dougherty, CMU
Tues, Oct 15 5:00 - 7:00 p.m. Pitt Law School, Room 113	<b>Startups v. Investors: How to Negotiate a Term Sheet</b> David Lehman & Adam Kelson, K&L Gates
Tues, Nov 12 5:00 - 7:30 p.m. Pitt Law School, Rm 113	<b>How to Form Your Startup Company</b> David Lehman, K&L Gates