

CONNECTS

Entrepreneurship Seminar Series Fall 2020

All CONNECTES events will be hosted virtually and advanced registration is required.

Zoom information to all registered attendees will be sent the day before the event.

Please note that the session will be recorded.

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

Tues, Sept 15	Acting and Thinking Like an Entrepreneur – More Important Now than Ever! Rebecca U. Harris, President, RUH Consulting, LLC	Wed, Oct 14	To Trust or Not to Trust: What Every Startup Needs to Know about Privacy and Cybersecurity John Funge, DataTribe
Wed, Sept 16	Design Thinking Through New Metaphors Dan Lockton, CMU	Thurs, Oct 15	Creative Techniques: Examining & Eliminating Barriers to Business Growth Lisa Salley, API
Thurs, Sept 17	Entrepreneurship Through Acquisition Len Caric, Uncle Charley's Sausage Company & CMU	Tues, Oct 20	Building a startup from 0 to 1: Operations and Fundraising Mar Hershenson, Pear VC
Mon, Sept 21	Building a Successful Team Kit Needham, CMU Swartz Center	Wed, Oct 21	Career Building: Introduction to Networking Will Sanders, Recruiting from Scatch
Tues, Sept 22	Exploring the Four Types of Entrepreneurship Laurie Barkman, CEO of SmallDotBig & CMU	Thurs, Oct 22	Investor Presentations – Beyond the Pitch Jim Jen, Innovations Works and AlphaLab
Wed, Sept 23	Customer Discovery: Is My Idea a Good One? Kit Needham, CMU Swartz Center	Tues, Nov 3	Using Digital to Achieve Business Goals Laura Kelly, Dick's Sporting Goods
Thurs, Sept 24	Business Model Canvas: A Practical Guide Will Kaigler, CMU Swartz Center	Wed, Nov 4	Pitching Innovation to the C-Suite Melissa Murphy, CMU
Tues, Sept 29	Show Me the Money: Monetizing IP via Licenses Matt Kirmayer & Daphne Higgs, Perkins Coie	Thurs, Nov 5	Federal SBIR/STTR Process and How Startups Can Take Advantage of Free Money Ralph Hershberger, Madera Associates LLC
Wed, Sept 30	Overcoming Fear, Finding Success and Building a More Women-Friendly Startup Community Dr. Lynn C. Yanyo, De Novo Ground	Mon, Nov 9	Financial Modeling Phil Compton, Locomation
Thurs, Oct 1	Lean Startups Dave Mawhinney, CMU Swartz Center	Wed, Nov 11	Insurance for Startups Laurie Kuzneski, Kuzenski Insurance Group
Tues, Oct 6	Early Stage Fundraising from Silicon Valley Investors: Terminology, Milestones, Expectations Kelly Coyne, Co-Founder/Managing Partner, Grit Ventures	Wed, Nov 12	Creating a Successful Video Pitch Brian Staszal, CMU
Wed, Oct 7	Agile Product Development Sean Ammirati, Birchmire Ventures	Tues, Nov 17	Public Relations Primer: How to Earn Media Coverage Emma Gielata, Matter Communications
Thurs, Oct 8	Splitting the Founder's Pie & Other Aspects of Equity Compensation Frank Demmler, Startup Whisperer	Wed, Nov 18	Tune Up Your Perfect Pitch Daniel Teadt, CMU
Tues, Oct 13	How COVID Impacts The Future of Work: Which B2B Software Segments will Accelerate? Cindy Padnos, Illuminate Ventures	Thurs, Nov 19	Angel Investment for Women Entrepreneurs Christine Ferguson, Ferguson Financial Consulting, Inc.

START SMART LAW Seminar Series: Fall 2020

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

Tues, Sept 22	Introduction to Startup Law: Get the Answers to YOUR Legal Questions! David Lehman, K&L Gates and Reed McManigle, CMU	Thurs, Oct 22	How to Structure your Capital Raise – Part 2 - Negotiating the Term Sheet David Lehman and Adam Kelson, K&L Gates
Thurs, Oct 1	How to Structure Your Capital Raise - Part 1 - The Fundamentals David Lehman, K&L Gates	Thurs, Nov 5	How to Form Your Startup Company David Lehman and Oded Green, K&L Gates and stephanie Dangel, University of Pittsburgh Law School,

FREE AND OPEN TO ALL

Subject to change

Register @ bit.ly/34xpy00