# CONNECTS Entrepreneurship Seminar Series: Spring 2018

**Customer & Competitor Discovery via Database Research**  
Ryan Splenda, CMU  
**Tues, Jan 18 12:30-2 pm**  
Tepper, Room 322

**Advance Your Internet Selling Power**  
Laurie Barkman, Burns White LLC  
**Tues, Jan 23 12:30-2 pm**  
Newell Simon Hall 3305

**Digital Marketing: It’s All About the Numbers**  
Eric Boduch, Pendo  
**Thurs, Jan 25 12:30-2 pm**  
Tepper, Room 322

**Making Things Here**  
Afshan Khan, AlphaLab Gear  
**Tues, Jan 30 12:30-2 pm**  
Newell Simon Hall 3305

**Getting Started with Sales**  
Bruce Smith, Achieving Sales Results, LLC  
**Thurs, Feb 1 12:30-2 pm**  
Tepper, Room 322

**Company Formation**  
David Lehman, K&L Gates  
**Thurs, Feb 1 5:30-7 pm**  
University of Pittsburgh Barco Law Building

**Lean Startup**  
Dave Mawhinney, CMU Swartz Center  
**Mon, Feb 5 12:30-2 pm**  
Newell Simon Hall 3305

**Starting a Business with an F-1 Visa**  
Panel Discussion  
**Tues, Feb 6 5:30-7 pm**  
Tepper, Room 322

**Business Model Canvas**  
Dave Mawhinney, CMU Swartz Center  
**Wed, Feb 7 12:30-2 pm**  
Tepper, Room 322

**Tax, Business and Accounting Issues for Startups**  
William Richardson & Carissa Habsburg, Sisterson & Co. LLP  
**Thurs, Feb 8 12:30-2 pm**  
Tepper, Room 322

**Raising Capital**  
David Lehman, K&L Gates  
**Thurs, Feb 8 5:30-7 pm**  
Newell Simon Hall 3305

**Financial Modeling**  
Phil Compton, SingleSource Property Solutions  
**Tues, Feb 13 12:30-2 pm**  
Gates Hillman Center 4405

**How to Pitch to Angels**  
Don Morrison, BlueTree Allied Angels  
**Thurs, Feb 15 12:30-2 pm**  
Tepper, Room 322

**Raising Capital Part 2-Negotiating Term Sheets**  
David Lehman & Henry Snyder, K&L Gates  
**Thurs, Feb 15 5:30-7 pm**  
University of Pittsburgh Barco Law Building

**Agile Product Development**  
Sean Ammirati, Birchmere Ventures & Labs  
**Tues, Feb 20 12:30-2 pm**  
Newell Simon Hall 3305

**Splitting the Equity Pie**  
Frank Demmer, Innovation Works  
**Thurs, Feb 22 12:30-2 pm**  
Tepper, Room 322

**Insurance for Startups: What Do I Needs and When?**  
Sean Ruppert, Kraemer, Manes & Associates LLC.  
**Tues, Feb 27 12:30-2 pm**  
Gates Hillman Center 4405

**Understanding Convertible Debt**  
Adam Kelson, Saul Ewing LLP  
**Thurs, March 1 12:30-2 pm**  
Tepper, Room 322

**Protecting Your Company’s IP Assets**  
George Dicks & Lauren Shuttleworth Murray, K&L Gates  
**Thurs, March 1 5:30-7 pm**  
Newell Simon Hall 3305

**Finding Follow-on Capital: Identifying & Engaging Your Next Investors**  
Benjamin Garber, MedExpress  
**Thurs, March 22 12:30-2 pm**  
Tepper, Room 322

**Preparing for an Exit**  
David Lehman, K&L Gates  
**Thurs, March 22 5:30-7 pm**  
University of Pittsburgh Barco Law Building

**Buy-Sell Agreements & NDAs**  
Daniel Lynch, The Lynch Law Group  
**Thurs, March 29 12:30-2 pm**  
Tepper, Room 322

**FDA Vision for Novel Technologies**  
Dr. Elora Gupta, Drug & Device Advisory Group; Courtney Williamson, AbiliLife  
**Tues, April 3 12:30-2 pm**  
Posner Center

**The Hustlenomics Way. Hip-Hop Business 101**  
Damola Idowu, EIC & Founder of Owners Illustrated Magazine  
**Thurs, April 5 12:30-2 pm**  
Tepper, Room 322

**Social Enterprise-Profit with a Purpose**  
Stephanie Dangel, IPI, University of Pittsburgh Law  
**Thurs, April 12 5:30-7 pm**  
Newell Simon Hall 3305

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**FREE AND OPEN TO ALL**  
*Subject to change*  
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