

CONNECTS

Entrepreneurship Seminar Series Spring 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.

Wed, Jan 16	Financial Modeling Phil Compton, SingleSource Property Solutions	Thurs, Feb 28	Advance Your Selling Power Laurie Barkman (TPR MBA '99), Burns White LLC
Thurs, Jan 24	Splitting the Founder's Pie & Other Aspects of Equity Compensation Frank Demmler, Startup Whisperer	Tue, Mar 5	Finding Your Following: Social Media for the Entrepreneurial Influencer Foo Conner, Jekko Inc.
Wed, Jan 30	Finding Follow-on Capital: Identifying & Engaging Your Next Investors Ben Garber, MedExpress	Wed, Mar 6	The Nuts and Bolts of Angel Investing Catherine Mott, BlueTree Venture Fund
Tues, Feb 5	Lean Startups Dave Mawhinney, CMU Swartz Center	Thurs, Mar 7	Making the Customer Connection, Guidelines for Confidently Creating Winning Products & Service Experiences Jacquelyn Cuccaro, Mongoose Ventures, Inc.
Wed, Feb 6	Business Model Canvas Will Kaigler, CMU Swartz Center	Tues, Mar 19	The Art & Science of Negotiation Taya R. Cohen, PhD
Thurs, Feb 7	How to Find and Evaluate Your Startup Ideas Alan Chung, Perka Inc.	Wed, Mar 20	The Challenge of Innovation in Healthcare – a complex, evolving market with misaligned incentives Ginny Pribanic, MedRespond, LLC
Mon, Feb 11	Making Things Here Ilana Diamond, AlphaLab Gear	Thurs, Mar 21	Angel Investment for Women Entrepreneurs Christine Ferguson, Ferguson Financial Consulting, Inc.
Tues, Feb 12	Tax, Business & Accounting Issues for Startups William Richardson & Carissa Habsburg, Sisterson & Co. LLP	Mon, Mar 25	B-B Product Marketing Suzy Teele, ARM
Wed, Feb 13	Fundamentals of Board Governance Marion Lewis, BoardBookit, Inc.	Thurs, Mar 28	The Hustlenomics Way Damola Idowu EIC and Founder of Owners Illustrated Magazine
Thurs, Feb 14	Turning Big Data into Knowledge Alison Alvarez, BlastPoint	Tues, April 2	Leveraging Partnerships with FDA: Advice for Startups Dr. Elora Gupta, Drug and Device Advisory Group, and Courtney Williamson, AbiliLife
Tues, Feb 19	Agile Product Development Sean Ammirati, Birchmire Ventures	Thurs April 4	Digital Marketing: It's All About the Numbers Erich Boduch, Pendo
Thurs, Feb 21	Online Marketing for Startups in 2019 Joey Rahimi	Tues, April 9	To Trust or Not to Trust: What Every Startup Needs to Know about Privacy and Cybersecurity John Funge, DataTribe
Tues, Feb 26	The Importance of Cash Flow Kelley Lynch, Careform	Wed, April 10	Leadership & Managing Changes in Culture Hazel Peterson, TriVerum, LLC
Wed, Feb 27	Creating an Experience Around a Product Meredith Grelli, Wigle Whiskey	Wed, April 24	Who Knew? The Mismatch Between How VCs and Entrepreneurs Think About What It Takes to Succeed Cindy Padnos, Illuminate Ventures

START SMART LAW Seminar Series: Spring 2019

All START SMART LAW seminars are held from 5:30-7 p.m.

Tues, Jan 29 Gates Hillman Center 6115	How to Start a Business on an F-1 Student Visa Panel Discussion	Thurs, March 7 Newell Simon Hall 3305	How to Handle Your (and Others) Intellectual Property George Dickos and Lauren Murray, K&L Gates
Tues, Feb 5 Pitt Law School 3900 Forbes Rm #111	How to Structure Your Capital Raise – Part 1 David Lehman, K&L Gates	Thurs, March 21 Pitt Law School 3900 Forbes Rm #111	How to Structure Your Business Entity David Lehman, K&L Gates
Thurs, Feb 14 Newell Simon Hall 3305	How to Negotiate a Term Sheet for Your Capital Raise David Lehman and Henry Snyder, K&L Gates	Tues, April 2 Pitt Law School 3900 Forbes Rm #111	How to Prepare for an Exit David Lehman, K&L Gates
Thurs, Feb 28 Newell Simon Hall 3305	Social Enterprise - Profit with a Purpose Stephanie Dangel, IPI, Pitt Law School	Tues, April 23 Newell Simon Hall 3305	Employees, Contractors, Interns, Volunteers (Third Party Relationships) Mike Pavlick and David Lehman, K&L Gates

FREE AND OPEN TO ALL

Subject to change

Register @ bit.ly/2VzOSvU