## 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.

### Financial Modeling
**Phil Compton**, SingleSource Property Solutions

**Thurs, Jan 24**

### Splitting the Founder's Pie & Other Aspects of Equity Compensation
**Frank Demmler**, Startup Whisperer

**Tues, Jan 29**

### Overcoming Fear, Finding Success & Building a More Women-Friendly Startup Community
**Dr. Lynn C. Yanyo**, De Novo Ground

**Wed, Jan 30**

### Finding Follow-on Capital: Identifying & Engaging Your Next Investors
**Ben Garber**, MedExpress

**Thurs, Jan 31**

### Making Things Here
**Ilana Diamond**, AlphaLab Gear

**Tues, Feb 5**

### Lean Startups
**Dave Mawhinney**, CMU Swartz Center

**Wed, Feb 6**

### Business Model Canvas
**Will Kaigler**, CMU Swartz Center

**Thurs, Feb 7**

### How to Find and Evaluate Your Startup Ideas
**Alan Chung**, Perka Inc.

**Tues, Feb 12**

### Tax, Business & Accounting Issues for Startups
**William Richardson** & **Carissa Habsburg**

**Wed, Feb 13**

### Fundamentals of Board Governance
**Marion Lewis**, BoardBookit, Inc.

**Thurs, Feb 14**

### Turning Big Data into Knowledge
**Alison Alvarez**, BlastPoint

**Tues, Feb 19**

### Agile Product Development
**Sean Ammirati**, Birchmire Ventures

**Wed, Feb 20**

### B-B Product Marketing
**Suzy Teele**, ARM

**Thurs, Feb 21**

### Online Marketing for Startups in 2019
**Joey Rahimi**

**Tues, Feb 26**

### The Importance of Cash Flow
**Kelley Lynch**, Careform

**Wed, Feb 27**

### Creating an Experience Around a Product
**Meredith Grelli**, Wigle Whiskey

**Thurs, Feb 28**

### Advance Your Selling Power
**Laurie Barkman**, (TPR MBA '99), Burns White LLC

**Tues, Mar 5**

### Digital Marketing: It's All About the Numbers
**Erich Boduch**, Pendo

**Wed, Mar 6**

### The Nuts and Bolts of Angel Investing
**Catherine Mott**, BlueTree Venture Fund

**Thurs, Mar 7**

### Making the Customer Connection, Guidelines for Confidently Creating Winning Products & Service Experiences
**Jacquelyn Cuccaro**, Mongoose Ventures, Inc.

**Tues, Mar 19**

### The Art & Science of Negotiation
**Taya R. Cohen**, PhD

**Wed, Mar 20**

### The Challenge of Innovation in Healthcare – a complex, evolving market with misaligned incentives
**Ginny Pribanic**, MedRespond, LLC

**Thurs, Mar 21**

### WomenFocused Venture Funds
**Christine Ferguson**, Ferguson Financial Consulting, Inc.

**Wed, Mar 28**

### The Hustlenomics Way
**Damola Idowu** EIC and Founder of Owners Illustrated Magazine

**Thurs, Mar 28**

### Leveraging Partnerships with FDA: Advice for Startups
**Dr. Elora Gupta**, Drug and Device Advisory Group, and **Courtney Williamson**, AbiliLife

**Tues, April 2**

### Who Knew? The Mismatch Between How VCs and Entrepreneurs Think About What It Takes to Succeed
**Cindy Padnos**, Illuminate Ventures

**Wed, April 24**

## START SMART LAW Seminar Series: Spring 2019

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Location</th>
<th>Presenter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tues, Jan 29</td>
<td>How to Start a Business on an F-1 Student Visa Panel Discussion</td>
<td>Gates Hillman Center 6115</td>
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<tr>
<td>Tues, Feb 5</td>
<td>How to Structure Your Capital Raise – Part 1</td>
<td>Pitt Law School</td>
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<tr>
<td>Thurs, Feb 14</td>
<td>How to Negotiate a Term Sheet for Your Capital Raise</td>
<td>Newell Simon Hall 3305</td>
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<td>Thurs, Feb 28</td>
<td>Social Enterprise - Profit with a Purpose</td>
<td>Newell Simon Hall 3305</td>
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<tr>
<td>Thurs, March 7</td>
<td>How to Handle Your (and Others) Intellectual Property</td>
<td>Newell Simon Hall 3305</td>
<td><strong>George Dickos</strong> and <strong>Lauren Murray</strong>, K&amp;L Gates</td>
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<tr>
<td>Thurs, March 21</td>
<td>How to Structure Your Business Entity</td>
<td>Pitt Law School</td>
<td><strong>David Lehman</strong>, K&amp;L Gates</td>
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<tr>
<td>Tues, April 2</td>
<td>How to Prepare for an Exit</td>
<td>Pitt Law School</td>
<td><strong>David Lehman</strong>, K&amp;L Gates</td>
</tr>
<tr>
<td>Tues, April 23</td>
<td>Employees, Contractors, Interns, Volunteers (Third Party Relationships)</td>
<td>Newell Simon Hall 3305</td>
<td><strong>Mike Pavlick</strong> and <strong>David Lehman</strong>, K&amp;L Gates</td>
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</tbody>
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**FREE AND OPEN TO ALL**

*Subject to change*

Register @ bit.ly/2VzOSvU