# CONNECTS
Entrepreneurship Seminar Series Spring 2020

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

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| Tues, Jan 21 | Finding Follow-On Capital: Identifying and Engaging Your Next Investors  
Ben Garber, 7 Mile Advisors                               |
| Wed, Jan 22 | Online Marketing for Startups  
Joey Rahimi                                                  |
| Thurs, Jan 23 | Software May Eat the World, But You Still Need a Fork  
Ilana Diamond & Matt Verlinich                             |
| Tues, Jan 28 | Tax, Business and Accounting Issues for Startups  
William Richardson & Carissa Halsburg & Megan Reichenberg, Sisterson & Co. LLP |
| Thurs, Jan 30 | Financial Modeling  
Phil Compton                                              |
| Tues, Feb 4  | Business Model Canvas: A Practical Guide  
Will Kaigler, CMU Swartz Center                           |
| Wed, Feb 5  | The Importance of Cash Flow  
Kelley Lynch, CFO & VP of Operations, Othot                |
| Tues, Feb 11 | Lean Startups  
Dave Mawhinney, CMU Swartz Center                        |
| Wed, Feb 12 | How To Design For Production At Super Speed  
Elijah Wiegmann, Founder of Base Design Studio             |
| Thurs, Feb 13 | The Nuts and Bolts of Angel Investing  
Catherine Mott, BlueTree Venture Fund                      |
| Tues, Feb 18 | Agile Product Development  
Sean Ammirati, Birchmire Ventures                         |
| Wed, Feb 19 | The Challenge of Innovation in Healthcare – A Complex, Evolving Market with Misaligned Incentives  
Ginny Pribanic, MedRespond, LLC                           |
| Thurs, Feb 20 | Practical Business Negotiation for Early Stage Company  
Eric Kline, Pepper Hamilton, LLP                         |
| Mon, Feb 24 | The Riddle of Innovation: MIT’s Langer Lab to Nasdaq IPO  
David Lucchino, Frequency Therapeutics                    |
| Tues, Feb 25 | Splitting the Founder’s Pie & Other Aspects of Equity Compensation  
Frank Demmler, Startup Whisperer                         |
| Wed, Feb 26 | The Hustlenomics Way  
Damola Idowu, EIC and Founder of Owners Illustrated Magazine |
| Thurs, Feb 27 | Leverage IP to Drive Business Value  
Sreekar Gadde & Jason Somma, Blue Tree Allied Angels      |
| Mon, Mar 2  | How Service-Minded Strategies Build Bottom Line Results  
Mary Kay Modaffari, ServicEffect                          |
| Mon, Mar 16 | Seed Investment from Japan with Monozukuri: A way for High-Quality Manufacturing  
Nobuhiro Seki, Monozukuri Ventures                        |
| Tues, Mar 17 | Franchising - Opportunities are Everywhere  
Chris Cynkar, FranChoice                                 |
| Wed, Mar 18 | Leveraging Partnerships with FDA: Advice for Startups  
Dr. Elora Gupta, Drug and Device Advisory Group, and  
Dr. Courtney Williamson, AbiliLife                      |
| Thurs, Mar 19 | The Art & Science of Negotiation  
Taya R. Cohen, PhD                                      |

## START SMART LAW Seminar Series: Spring 2020

All START SMART LAW seminars begin at 5:00 p.m. or 5:30 p.m.

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| Wed, Jan 22 | Starting a Business on an F-1 Visa  
Panel Discussion                                         |
| Tues, Feb 18 | Protecting Your IP  
George Dickos & Lauren Murray, K&L Gates                |
| Thurs, Mar 19 | Top Ten Legal Mistakes Startups Make  
Panel Discussion                                          |

*FREE AND OPEN TO ALL*  
*Subject to change*  
Register @ bit.ly/2PajT6Y

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Carnegie Mellon University  
Swartz Center for Entrepreneurship