CONNECTS
Entrepreneurship Seminar Series Spring 2021

All CONNECTS 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.

### Tactical Steps to Launching Sales
#### Bryan Whittington, Evergreen Business Services

#### The Challenge of Innovation in Healthcare – A Complex, Evolving Market with Misaligned Incentives
#### Ginny Pribanic, MedRespond, LLC

#### Tax, Business and Accounting Issues for Startups
#### Carissa Habsburg & Megan Rechenberg, Sisterson & Co. LLP

#### Accelerating Your Startup via Corporate Partnerships
#### Sean Ammirati, Birchmire Ventures

#### Practical Business Negotiation for the Early Stage Company
#### Eric Kline, Pepper Hamilton, LLP

#### Legal Considerations for Social Entrepreneurs
#### Eryn Correa, Crivella Correa

#### Online Marketing for Startups
#### Joey Rahimi

#### Business Model Canvas: A Practical Guide
#### Will Kaigler, CMU Swartz Center

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

#### Leveraging Partnerships with FDA during and after COVID-19 : Advice for Startups
#### Dr. Elora Gupta and Dr. Courtney Williamson

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

#### Finding Follow-On Capital: Identifying and Engaging Your Next Investors
#### Ben Garber, 7 Mile Advisors

#### Software May Eat the World, But You Still Need a Fork
#### Matt Verlinich, Innovation Works

#### Hustlenomics Way Presents Superwomen
#### Damola Idowu, EIC and Founder of Owners Illustrated Magazine

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

#### Financial Modeling
#### Phil Compton, Locomation

#### How To Design For Production At Super Speed
#### Elijah Wiegmann, Founder of Base Design Studio

#### From Classroom to Boardroom: Turning a Class Project into a Fully Fledged Corporation
#### Alison Alvarez, BlastPoint

#### Leverage IP to Drive Business Value
#### Sreekar Gadde & Jason Somma, Blue Tree Allied Angels

#### Launching Hardware Startups with Monozukuri, The Art of Making Things in a Creative Way
#### Nobuhiro Seki, Monozukuri Ventures

#### The Importance of Cash Flow
#### Kelley Lynch, CFO & VP of Operations, Othot

#### Planning and Designing a Workplace Environment that Promotes Creativity and Innovation
#### Samara Wheaton & Brian Roth, ikm

#### Franchising - Opportunities are Everywhere
#### Chris Cynkar, FranChoice

#### Leverage Compliance-focused Infrastructure to Build Faster
#### Jason Cahill, AWS

#### T/Landing Your First Five Customers
#### Alex Salazar, NeoTribe Ventures

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

### START SMART LAW Seminar Series: Spring 2021

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

#### How to Start a Business on an F-1 Student Visa
#### Panel Discussion

#### Accelerating Growth Through Third Party Relationships/Contracts
#### David Lehman, K&L Gates

#### Hiring and Firing
#### Mike Pavlik, K&L Gates

#### How to Handle Your (and Others’) Intellectual Property
#### George Dickos & Lauren Murray, K&L Gates

#### Worst Mistakes Made by Startups
#### Panel Discussion

### FREE AND OPEN TO ALL *Subject to change*  Register @ bit.ly/34xpyO0