








CONNECTS Entrepreneurship Seminar Series: Spring 2018

Customer & Competitor Discovery via Database Research <i>Ryan Splenda, CMU</i>		
Advance Your Internet Selling Power <i>Laurie Barkman, Burns White LLC</i>		
Digital Marketing: It's All About the Numbers <i>Eric Boduch, Pendo</i>		
Making Things Here <i>Afshan Khan, AlphaLab Gear</i>		
Getting Started with Sales <i>Bruce Smith, Achieving Sales Results, LLC</i>		
Company Formation <i>David Lehman, K&L Gates</i>		
Lean Startup <i>Dave Mawhinney, CMU</i>		
Business Model Canvas <i>Dave Mawhinney, CMU Swartz Center</i>		
Tax, Business and Accounting Issues for Startups <i>William Richardson & Carissa Habsburg, Sisterson & Co. LLP</i>		
Raising Capital <i>David Lehman, K&L Gates</i>		
Financial Modeling <i>Phil Compton, SingleSource Property Solutions</i>		
How to Pitch to Angels <i>Don Morrison, BlueTree Allied Angels</i>		
Raising Capital Part 2-Negotiating Term Sheets <i>David Lehman & Henry Snyder, K&L Gates</i>		
Agile Product Development <i>Sean Ammirati, Birchmere Ventures & Labs</i>		
Splitting the Equity Pie <i>Frank Demmler, Innovation Works</i>		
Insurance for Startups: What Do I Need and When? <i>Sean Ruppert, Kraemer, Manes & Associates LLC.</i>		
Understanding Convertible Debt <i>Adam Kelson, Saul Ewing LLP</i>		
Protecting Your Company's IP Assets <i>George Dickos & Lauren Shuttleworth Murray, K&L Gates</i>		
Finding Follow-on Capital: Identifying & Engaging Your Next Investors <i>Benjamin Garber, MedExpress</i>		
Preparing for an Exit <i>David Lehman, K&L Gates</i>		
Buy-Sell Agreements & NDAs <i>Daniel Lynch, The Lynch Law Group</i>		
FDA Vision for Novel Technologies <i>Dr. Elora Gupta, Drug & Device Advisory Group; Courtney Williamson, AbiliLife</i>		
The Hustlenomics Way. Hip-Hop Business 101 <i>Damola Idowu, EIC & Founder of Owners Illustrated Magazine</i>		
Social Enterprise-Profit with a Purpose <i>Stephanie Dangel, IPI, University of Pittsburgh Law</i>	