

# 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.

Tues, Feb 2	<b>Tactical Steps to Launching Sales</b> Bryan Whittington, Evergreen Business Services	Thurs, Mar 4	<b>Hustlenomics Way Presents Superwomen</b> Damola Idowu, EIC and Founder of Owners Illustrated Magazine
Wed, Feb 3	<b>The Challenge of Innovation in Healthcare – A Complex, Evolving Market with Misaligned Incentives</b> Ginny Pribanic, MedRespond, LLC	Tues, Mar 9	<b>The Nuts and Bolts of Angel Investing</b> Catherine Mott, BlueTree Venture Fund
Thurs, Feb 4	<b>Tax, Business and Accounting Issues for Startups</b> Carissa Habsburg & Megan Rechenberg, Sisterson & Co. LLP	Wed, Mar 10	<b>Financial Modeling</b> Phil Compton, Locomation
Tues, Feb 9	<b>Accelerating Your Startup via Corporate Partnerships</b> Sean Ammirati, Birchmire Ventures	Thurs, Mar 11	<b>How To Design For Production At Super Speed</b> Elijah Wiegmann, Founder of Base Design Studio
Wed, Feb 10	<b>Practical Business Negotiation for the Early Stage Company</b> Eric Kline, Pepper Hamilton, LLP	Tues, Mar 16	<b>From Classroom to Boardroom: Turning a Class Project into a Fully Fledged Corporation</b> Alison Alvarez, BlastPoint
Thurs, Feb 11	<b>Legal Considerations for Social Entrepreneurs</b> Eryn Correa, Crivella Correa	Wed, Mar 17	<b>Leverage IP to Drive Business Value</b> Sreekar Gadde & Jason Somma, Blue Tree Allied Angels
Tues, Feb 16	<b>Online Marketing for Startups</b> Joey Rahimi	Thurs, Mar 18	<b>Launching Hardware Startups with Monozukuri, The Art of Making Things in a Creative Way</b> Nobuhiro Seki, Monozukuri Ventures
Wed, Feb 17	<b>Business Model Canvas: A Practical Guide</b> Will Kaigler, CMU Swartz Center	Wed, Mar 24	<b>The Importance of Cash Flow</b> Kelley Lynch, CFO & VP of Operations, Othot
Thurs, Feb 18	<b>Lean Startups</b> Dave Mawhinney, CMU Swartz Center	Thurs, Mar 25	<b>Planning and Designing a Workplace Environment that Promotes Creativity and Innovation</b> Samara Wheaton & Brian Roth, ikm
Wed, Feb 24	<b>Leveraging Partnerships with FDA during and after COVID-19: Advice for Startups</b> Dr. Elora Gupta and Dr. Courtney Williamson	Tues, Mar 30	<b>Franchising - Opportunities are Everywhere</b> Chris Cynkar, FranChoice
Thurs, Feb 25	<b>Splitting the Founder's Pie &amp; Other Aspects of Equity Compensation</b> Frank Demmler, Startup Whisperer	Thurs, April 1	<b>Leveraging Compliance-focused Infrastructure to Build Faster</b> Jason Cahill, AWS
Tues, Mar 2	<b>Finding Follow-On Capital: Identifying and Engaging Your Next Investors</b> Ben Garber, 7 Mile Advisors	Tues, April 6	<b>TLanding Your First Five Customers</b> Alex Salazar, Neotribe Ventures
Wed, Mar 3	<b>Software May Eat the World, But You Still Need a Fork</b> Matt Verlinich, Innovation Works		

### START SMART LAW Seminar Series: Spring 2021

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

Thurs, April 1	<b>How to Handle Your (and Others') Intellectual Property</b> George Dickos & Lauren Murray, K&L Gates
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