

Start Smart & Connects Entrepreneurship Seminar Series: Spring 2018

START SMART	Starting a Business with an F-1 Visa <i>Panel Discussion</i>	Tues, Jan 16 5:30-7 pm	CMU: Gates Hillman Center 6115
	Customer & Competitor Discovery via Database Research <i>Ryan Splenda, CMU</i>	Thurs, Jan 18 12:30-2 pm	CMU:Tepper, Room 322
	Advance Your Internet Selling Power <i>Laurie Barkman, Burns White LLC</i>	Tues, Jan 23 12:30-2 pm	CMU: Newell Simon Hall 3305
	Digital Marketing: It's All About the Numbers <i>Eric Boduch, Pendo</i>	Thurs, Jan 25 12:30-2 pm	CMU:Tepper, Room 322
	Making Things Here <i>Afshan Khan, AlphaLab Gear</i>	Tues, Jan 30 12:30-2 pm	CMU: Newell Simon Hall 3305
	Getting Started with Sales <i>Bruce Smith, Achieving Sales Results, LLC</i>	Thurs, Feb 1 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Company Formation <i>David Lehman, K&L Gates</i>	Thurs, Feb 1 5:30-7 pm	University of Pittsburgh Barco Law Building, Room 111
	Lean Startup <i>Dave Mawhinney, CMU Swartz Center</i>	Tues, Feb 6 12:30-2 pm	CMU: Gates Hillman Center 4405
	Business Model Canvas <i>Dave Mawhinney, CMU Swartz Center</i>	Wed, Feb 7 12:30-2 pm	CMU:Tepper, Room 322
	Tax, Business and Accounting Issues for Startups <i>William Richardson & Carissa Habsburg, Sisterson & Co. LLP</i>	Thurs, Feb 8 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Raising Capital <i>David Lehman, K&L Gates</i>	Thurs, Feb 8 5:30-7 pm	CMU: Newell Simon Hall 3305
	Financial Modeling <i>Phil Compton, SingleSource Property Solutions</i>	Tues, Feb 13 12:30-2 pm	CMU: Gates Hillman Center 4405
	How to Pitch to Angels <i>Don Morrison, BlueTree Allied Angels</i>	Thurs, Feb 15 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Raising Capital Part 2-Negotiating Term Sheets <i>David Lehman & Henry Snyder, K&L Gates</i>	Thurs, Feb 15 5:30-7 pm	University of Pittsburgh Barco Law Building, Room 111
	Agile Product Development <i>Sean Ammirati, Birchmere Ventures & Labs</i>	Tues, Feb 20 12:30-2 pm	CMU: Newell Simon Hall 3305
	Splitting the Equity Pie <i>Frank Demmler, Innovation Works</i>	Thurs, Feb 22 12:30-2 pm	CMU:Tepper, Room 322
	Insurance for Startups: What Do I Needs and When? <i>Sean Ruppert, Kraemer, Manes & Associates LLC.</i>	Tues, Feb 27 12:30-2 pm	CMU: Gates Hillman Center 4405
	Understanding Convertible Debt <i>Adam Kelson, Saul Ewing LLP</i>	Thurs, March 1 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Protecting Your Company's IP Assets <i>George Dickos & Lauren Shuttleworth Murray, K&L Gates</i>	Thurs, March 1 5:30-7 pm	CMU: Newell Simon Hall 3305
	How to Access Resources from the Government <i>Tim McNulty, CMU</i>	Tues, March 20 12:30-2 pm	CMU: Gates Hillman Center 6115
	Finding Follow-on Capital: Identifying & Engaging Your Next Investors <i>Benjamin Garber, MedExpress</i>	Thurs, March 22 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Preparing for an Exit <i>David Lehman, K&L Gates</i>	Thurs, March 22 5:30-7 pm	University of Pittsburgh Barco Law Building, Room 111
	Buy-Sell Agreements & NDAs <i>Daniel Lynch, The Lynch Law Group</i>	Thurs, March 29 12:30-2 pm	CMU:Tepper, Room 322
	FDA Vision for Novel Technologies <i>Dr. Elora Gupta, Drug & Device Advisory Group; Courtney Williamson, AbiliLife</i>	Tues, April 3 12:30-2 pm	CMU: Newell Simon Hall 3305
	Hip Hop Entrepreneurship - From Flyer to Magazine in 12 Months <i>Damola Idowu, Publisher/EIC</i>	Thurs, April 5 12:30-2 pm	CMU:Tepper, Room 322
START SMART	Social Enterprise-Pro it with a Purpose <i>Stephanie Dangel, IPI, University of Pittsburgh Law</i>	Thurs, April 12 5:30-7 pm	CMU: Newell Simon Hall 3305

FREE AND OPEN TO ALL

Subject to change

Register for Start Smarts

<http://go.innovation.pitt.edu/start-smart>