

# Students to Start-ups

## Entrepreneurial Skills Training Workshop Series

### Who this workshop is for:

UC Irvine students and technologists actively starting or planning to start new businesses.

### What you will learn:

It's not your business plan. It's how you present it.

It's not your business plan that captures the investor. Your business plan only earns you an invitation to the table. It's the presentation that wins investors' hearts and minds--and ultimately their money. Pick up tips on how to write your business plan--but more--how to present it in this dynamic, content-rich hour with Mike Cannon.

- Learn the structural secret of a great business plan
- Discover how to keep the investors' attention as they read
- Find out how to start your presentation
- Learn THE BEST way to organize your PowerPoint slides
- Find out how to use your eyes and your voice--your most powerful presentation assets

### About Mike Cannon:

An internationally-known communication consultant, Mike Cannon has trained over 40,000 business professionals in over 350 companies to write and present with power. During the last seven years, Mike has trained hundreds of graduate business students here at the Paul Merage School of Business. Find out what they know that you don't.

## Secrets to Successfully Pitching Investors (and others!!)

### Presented by Mike Cannon

### When:

February 20, 2007

Noon – 1:00 P.M

### Location:

Calit2 at UC Irvine

(The California Institute for Telecommunications and Information Technology)

Building 325 on UC Irvine map

Room 3008

[www.calit2.net](http://www.calit2.net)

### Cost:

Free to all

*Seating limited, please reserve your seat early.*

***Complimentary lunch will be served.***

### RSVP:

[cei@merage.uci.edu](mailto:cei@merage.uci.edu)

949-824-1172

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### 2006 - 2007 Schedule

**November 7, 2006**

Starting Your Business with QuickBooks – Part I

**November 14, 2006**

Starting Your Business with QuickBooks – Part II

**January 16, 2007**

Finding Start-up Capital

**February 6, 2007**

Entrepreneur Panel: I Came, I Saw, I Created!!

**February 20, 2007**

Secrets to Successfully Pitching Investors (and others)

**March 6, 2007**

Internet Marketing Boot Camp – Part I

**March 20, 2007**

Internet Marketing Boot Camp – Part II

**April 3, 2007**

What Makes a Successful Business Idea?

**April 17, 2007**

10 Things to Keep You From Getting Sued

The University of California at Irvine's Paul Merage School of Business ("UCI") will be videotaping and recording the Students to Start-Ups Workshops, and the videotapes may include the image or likeness of attendees and/or their voice (the "Work"). UCI will make the Work available in the future, in electronic form including, video streaming, video tapes and like medium. By signing up as a Workshop Registrant, I understand that the Student to Start-Ups Workshop will be recorded and hereby release to UCI any and all rights that I may have for UCI to release and otherwise redistribute the Work, for profit or not for profit, in any form and in any manner.

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