

The Les Kilpatrick

Students to Start-ups®

Entrepreneurial Skills Training Workshop Series

The 2009 series is composed of seven workshops scheduled between February & May 2009 oriented towards building a student's skills in thinking about and preparing to become a founder or key employee in an investment-grade medical device venture. Each workshop is taught by successful entrepreneurs who enjoy sharing the secrets of their success.

In workshop #3 you will learn:

Your audience is a listener to your presentations, a challenger of your strategy, an investigator conducting due diligence, a negotiator over investment terms, and finally a check writer to fund your growth. What makes your investor pitch address all these in the short time span you are given? Work your intentions towards reality. Place your pitch at the premium point with considerations for economic conditions, competitive forces and evolving customer needs. Craft a pitch that holds value to the investor, consumer and most importantly you. Andy Corley, will take you through the nitty-gritty of aligning the investors head to his heart.

About the Presenter:

Mr. ANDY CORLEY is the corporate vice president and global president, Surgical Products, for Bausch & Lomb. He was named to these posts in 2008. In 1998, Mr. Corley co-founded eyeonics, Inc., which developed a new category of intraocular lens — the accommodating IOL — for use in cataract replacement surgery. He gained FDA approval for innovative crystalens® in 2003, and spearheaded a five-year effort to change CMS policy to allow Medicare beneficiaries to choose presbyopia-correcting IOLs. Eyeonics was acquired by Bausch & Lomb in 2008.

Mr. Corley has over 25 years of experience in the ophthalmic industry and has held various executive positions at American Medical Optics and Allergan Pharmaceuticals. He was the co-founder of Chiron Ophthalmics, where he was general manager of the Refractive Surgery division. He played a key role in the introduction of LASIK surgery. He received the 2005 AeA Technology of the Year award and the 2005 Orange County Entrepreneur of the Year award. Mr. Corley serves on the board of directors for Glaukos Corporation, and is a member of the advisory board for the School of Biomedical Engineering at the University of California – Irvine.

Medical Device Company Acquisition Workshop #4: What Makes a Great Investor Pitch

Presented by

Andy Corley,

**Corporate VP and Global President, Surgical
Division, for Bausch & Lomb**

This series is
developed in
partnership with



When

March 10, 2009
5:30 pm - 8:00 pm

Location

UCI Student Center
Emerald Bay AB

Cost

Free to UCI students and faculty
Seating limited, please reserve your seat early.
Light dinner will be served.

RSVP

<http://investorpitch.eventbrite.com/>

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Entrepreneurial Skills Workshop Series

All events are:

6:00 – 8:00 pm

Pre-event mixer: 5:30 pm onwards

UCI Student Center*

Seating limited, please reserve your seat early.

Complimentary dinner will be served.

2009 Schedule

February 17, 2009

How to Prepare Your Medical Device Company for Acquisition: an Overview

February 24, 2009

Envisioning Milestones and Achieving Them

March 3, 2009

The Art of Valuation

March 10, 2009

What Makes a Great Investor Pitch

April 8, 2009*

Secrets to Presenting a Winning Investment Pitch

May 5, 2009

Midcourse Corrections

May 12, 2009

Executing the Exit

*Venue for April 8th: Calit2 Auditorium

Visit us at: merage.uci.edu/go/S2S

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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