

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.

What is workshop #5 all about:

The first thing that comes to mind in developing a pitch is to impress. Learn to avoid crossing the thin line that separates a successful pitch and information overload. Powerpack your investment pitch with consistent substance. Arouse and sustain the interest of your audience regardless of your medium while reaching out to venture capitalists. Hone your project management expertise and show passion that reflects the strength in your idea. Let this workshop show you the means to achieve your dreams by tailoring your pitch to the audience and targeting a specific market opportunity

About the Presenter:

Mike Cannon started his career in communication as a TV reporter, next as a commercial writer and director, then jumped into politics as a congressional press secretary. Eventually 20 members of the U.S. House and Senate relied on Mike Cannon's expertise as a communication consultant.

In 1991 Mike retreated to calmer waters joining Franklin Covey as a senior communication consultant and later founded his own training company, Mainpoint Communication.

After teaching at UCI for eight years, authoring dozens of courses and training manuals, and coaching thousands of happy, communicating customers, Mike Cannon can help you communicate more effectively, too. Your success as an entrepreneur may depend on it.

Medical Device Company Acquisition Workshop #5: Secrets to Presenting a Winning Investment Pitch

Presented by

**Mike Cannon, Founder President,
Mainpoint Communication**

This series is
developed in
partnership with



When

April 8th, 2009
6:00 pm - 8:00 pm

Location

Calit2 Auditorium

Cost

Free to UCI students and faculty
Seating limited, please reserve your seat early.

RSVP

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

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The other events are:

5:30 pm – 8:00 pm

Pre-event mixer: 5:30 pm onwards

UCI Student Center*

*Seating limited, please reserve your seat early.
Complimentary light 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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