

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 #6 you will learn:

Midcourse corrections during the evolution of a start-up are inevitable. In this workshop you will learn about the art of re-visioning your business plan so as to get your venture back on track when you hit a roadblock. Learn how to mitigate negative growth factors in the market and implement various strategies to deal with unanticipated challenges while keeping your eye on the prize.

About the Presenter:

George Wallace, Managing General Partner, Intersect Partners, LLC a medical device incubator located in San Clemente, California with a laboratory in Minneapolis, Minnesota. Mr. Wallace is also active as a Venture Partner for SV Life Sciences, a venture fund investing exclusively in healthcare. He has been active in the medical device business for 29 years starting with Edwards Laboratories located in Irvine, California.

Mr. Wallace has held operating positions including sales, marketing, regulatory and general management in the clinical specialties of cardiac and vascular surgery, critical care, interventional (cath lab) products, urology, laparoscopy, obesity and neuro. He started his first company, Micro Therapeutics, Inc. (MTI), in 1993 and has been directly responsible for the formation and management of at least 10 medical device companies. Mr. Wallace received his BS in Marketing from Arizona State.

Medical Device Company Acquisition Workshop #6: Midcourse Corrections

Presented by

**George Wallace, Managing General
Partner, Intersect Partners LLC**

This series is
developed in
partnership with



When

May 5th, 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://midcourse.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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