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## ARCHIVES - 2004

### University of New Orleans Workshop Agenda

- 8:00  
Continental Breakfast and Registration
- 9:00  
Welcome  
UNO Chancellor  
About the NCIIA  
Wendy Elliott
- 9:15  
Is Technology entrepreneurship for you?  
Daniel DiLorenzo
- 10:00  
Idea Validation and opportunity assessment  
Tim Williamson, Idea Village
- 10:45  
Break
- 11:00  
Sales and Marketing for early stage companies  
Moderator: Malcolm Schwarzenbach  
Robbie Vitrano  
Christopher Skinner
- 12:00  
Lunch and Networking
- 1:00  
Building the team  
Darin McAuliffe, Hotel Booking Solutions
- 1:45  
Intellectual Property  
Juan Lizarraga
- 2:30  
Business Presentation  
Idea Village
- 3:15  
Break
- 3:30  
Finding the Money  
Aaron Miscenich  
Kevin Pollard  
Barry Self
- 4:30  
Ending Remarks  
Cliff Whitcomb
- 4:45  
Adjourn

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