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National Collegiate Inventors
& Innovators Alliance



SCHEDULE

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AI2V 1: Waltham, MA 8/1-4
AI2V 2: Urbana, IL 9/9-12
Southfield, MI - 9/28
Kansas City, MO - 9/29
St. Paul, MN - 10/6
 Fargo-Moorehead, MN - 10/12
Orlando, FL - 11/2

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Greater Delaware Valley: Workshop Agenda

- 8:00
Continental Breakfast
- 9:00
Welcome Mark Weaver- Director, Center for Innovation and Entrepreneurship
About the NCIIA Joseph Steig
- 9:15
Is Technology Entrepreneurship for You? Lou Bucelli- ACIN Camden Center for
Entrepreneurship in Technology
- 10:00
Idea Validation and opportunity assessment Pam Roach-Breakthrough
Technology
- 10:45
Break
- 11:00
Marketing and sales for early stage companies
Rusty D'Aversa-SELLMORETechnologyNOW.com
Dr. Georgia Wood
[>>Visit website](#)
- 11:45
Building the team Alan Massara-Pinion Capital Partners, Inc.
- 12:30
Lunch & Networking
- 1:30
Issues in intellectual property licensing
Mark Sever, Archer and Griener, LLP
Kristie Deyerle- Archer and Greiner, LLP
- 2:15
The perfect business plan, slide show, & elevator speech Allison Rulon
Miller-Independent Financial Consultant
- 3:15
Break
- 3:30
Finding the Money
Richard Fox-Cross Atlantic Capital partners
Kimble Byrd-Rowan University
- 4:30
Ending remarks Mark Weaver-Director, Center for Innovation and
Entrepreneurship
- 5:00
Adjourn

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