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## ARCHIVES - 2004

### Worcester Polytechnic Institute: Agenda

Saturday, February 28, 2004

- 8:30  
Continental breakfast and registration
- 9:00  
Welcome Mac Banks
- 9:15  
About the NCIIA Phil Weilerstein
- 9:20  
Introduction to Entrepreneurship in the Region Bill Lane, Managing Editor of Boston Business Journal
- 9:45  
Is Technology Entrepreneurship for You? Mitchell Sanders, Ph.D., Founder and President of ECI Biotech, Expressive Constructs, Inc.
- 10:15  
Break
- 10:30  
Idea Validation and Opportunity Assessment Grayhead Associates
- 11:00  
Sales and marketing for early stage tech companies Tom Loper, Post Road Ventures
- 12:00  
Building the Team(s)-Finding the Right "Friends" - Dr. Peter L. Levin, President and CEO DAFCA, Inc
- 12:30  
Lunch & Networking
- 1:45  
Intellectual Property (IP) and Licensing David J. Thibodeau, Jr, and Scott Pierce, Principals, Hamilton Brook Smith & Reynolds
- 2:30  
How to Leverage your business plan: pitches and planning Carrie McIndoe, President, Strategic Capital Resources, Inc.
- 3:30  
Break
- 3:45  
Finding the Money Tripp Peake; Joseph Steig; Chad H. Joshi; Jeremy Hitchcock
- 4:45  
Ending Remarks Mac Banks
- 5:00  
Adjourn

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