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UMASS-Dartmouth: 2005 Agenda

8:00: Registration

9:00: **Welcome: About UMass Dartmouth and the NCIIA**9:15: **Is Technology entrepreneurship for you?**
Frank van Mierlo, President, Bluefin Robotics10:00: **Idea validation and opportunity assessment**
Ronald Unterman, Ph.D., Managing Director, Slater Fund

10:45: Break

11:00: **Marketing and sales for early stage companies**
Bob Lamkin, Venture Partner, Techno Venture Management11:45: **Building the team**
Gaby Jenkins, President, Bridenbaugh Partners

12:30: Lunch & networking

1:30: **Issues in intellectual property licensing**
Michael H. Bunis, Attorney, Fish & Richardson2:15: **The perfect business plan, slide show, & "elevator speech"**
Michael P. Griffin, Accounting & Finance Professor, Charlton College of Business and Stefan Pagacik,
Managine Partner, Bay Angels, LLC

3:00: Break

3:15: **Finding the money (panel)**
Chip Morse, Attorney, Barnes-Brown & Pendleton, Director of Bay Angels, LLC and Robert J. Crowley,
President of Massachusetts Technology Development Corporation

4:15: Ending remarks

4:30: Adjourn

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