



Home | Contact Us | Login
National Collegiate Inventors
& Innovators Alliance



SCHEDULE

▲

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
Olathe, KS - 11/2

▼

[About Us](#)

[Events](#)

[Resources](#)

[Archives](#)

[Purchase the I2V
Participant Guide](#)

[Read our Weblog](#)

[Contact I2V](#)

MADE POSSIBLE BY:



Ewing Marion
KAUFFMAN
Foundation

ARCHIVES - 2006

I2V El Paso : Agenda

8:00 am

Continental breakfast and registration

8:30

Welcome, About NCIIA, Technology Entrepreneurship

Cecilia Levine, President and CEO of METI Corporation, Moderator for the day
Frank Hoy, Director of the Centers for Entrepreneurial Development, Advancement, Research and Support (CEDARS) at UTEP
Maxwell Morton, Grayhead Associates

8:45

Is Technology entrepreneurship for you?

Renard Johnson, President and Chief Executive Officer of METI Corporation

9:45

Break

10:00

Idea Validation and Opportunity Assessment

Larry Peterson, Senior Partner at MTMS

10:45

Marketing and Sales for Early Stage Companies

Olga "Cookie" Mapula, President & CEO of Technology & Communications Gateway
John Hadjimarcou, Chair of Department of Marketing, UTEP

11:30

Issues in Intellectual Property Licensing

Gwen Pulido, Attorney, Kemp Smith Law Firm
Roberto Osegueda, Associate Dean of Engineering, UTEP

12:15 pm

Lunch

1:15

Building the Team

Ron Munden, Accugraph Corporation

2:00

The Perfect Business Pitch

John Colman, Colman Concepts

2:45

Break

3:00- Panel Discussion

Finding the Money

Les Parker, CEO United Bank of El Paso del Norte
John Farah, SAGE Management Associates
Robert Skov, Co-Owner of Skov Farms & Cattle Company
Romy Ledesma, Vice President and Chief Administrative Officer, Quantum Research of America Inc. (QRA INC)

4:00

Concluding Remarks/Next Steps

4:15

Adjourn

[<Back to workshop](#)

NCIIA • 100 Venture Way, Hadley MA 01035 • Tel: 1.413.587.2172 • Fax: 1.413.587.2175 • www.nciia.org •
info@invention2venture.org
© 2005 NCIIA All Rights Reserved.