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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  
Ontario, FL - 11/2

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**I2V University of Arizona: Agenda**

**November 2, 2006**

For more information, click [here](#).

- 7:45  
Continental breakfast and registration
- 8:30  
Welcome, About NCIIA  
  
Lawrence Hecker, Principal Attorney Hecker and Muehlebach, PLLC; Chair of IdeaFunding  
Carl J. Schramm, President, Kauffman Foundation  
Jennifer Keller Jackson, Grants Manager, NCIIA
- 9:15  
Idea Validation and Opportunity Assessment  
  
Moderator - Robert Morrison, Executive Director Desert Angels; Mentor in Residence, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona  
  
Larry Aldrich, COO, The Critical Path Institute  
Harry George, Co-founder and Managing Partner, Solstice Capital  
Jim Strickland, Founder and General Partner, Coronado Venture Funds
- 10:15  
Sales and Marketing  
  
Moderator - Nancy Smith, Vice President of Strategic Services, Tucson Regional Economic Opportunities, Inc.  
  
Marie Wesselhoft, Interim Director, Arizona Center for Innovation  
Steven Permut, Senior Lecturer, Department of Marketing and Eller Entrepreneurship Scholar, Eller College of Management, The University of Arizona  
Ryan George, President and CEO CVBTV/220 Solutions, Inc.
- 11:00  
Building the Team  
  
Moderator - Sherry Hoskinson, Director, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona  
  
Joann Rockwell, President, Cortiva Institute - Desert Institute of the Healing Arts

- Marc Sandroff, President, Effective Resources, LLC
- 12:00  
Lunch  
Joe Snell, TREO President and CEO introducing this year's keynote speaker, Robert Shelton, President of The University of Arizona.  
Thomas R. Brown Excellence in Entrepreneurship Award  
Presented by Sarah Brown Smallhouse
- 1:15  
IP and Licensing  
Moderator – Steve O'Neil, Special Projects and Outreach Services, Office of Technology Transfer, The University of Arizona  
Patrick Jones, Director of the Office of Technology Transfer at the University of Arizona  
Pat Edsell, CEO of NP Photonics  
Ashley Kirk, Managing Attorney for Hayes-Soloway Tucson
- 2:00  
Perfect Business Plan  
Moderator - Sherry Hoskinson, Director, McGuire Center for Entrepreneurship, Eller College of Management, The University of Arizona  
Thomas Shambo, Business Analyst, Small Business Development Center, Pima Community College  
Dee Riddell Harris, Executive Director Arizona Angels Venture Group, Inc.
- 3:15  
Finding the Money  
Moderator – Lawrence M. Hecker, Esq., Principal Attorney Hecker and Muehlebach, PLLC; Chair of IdeaFunding; Chair of the Capital Formation Task Force  
Darryl Dobras, President DBD Investments; Chairman Desert Angels  
Harry George, Co-founder and Managing Partner, Solstice Capital  
John Waszczak, Ph.D., Director Advanced Technology and SBIR/STTR for Raytheon
- 4:00  
FINAL THOUGHTS and Q & A
- 5:00-6:00  
Desert Angels Reception  
All IdeaFunding participants welcome to reception and dinner  
Networking reception
- 6:00-8:30 pm  
Desert Angels Dinner  
Watch presentations of aspiring entrepreneurs and their ideas. This shows one of the steps your idea may go through when asking for an angel investment.

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