

e-cap

cincinnati's angel capital hub

ENTREPRENEUR BOOT CAMP JUNE 6-7 | 2012 CINCINNATI, OHIO



This is an intensive two-day workshop designed for growth-company entrepreneurs and future

"The Boot Camp taught me how investors think, and how to build toward success. The experienced speakers gave me advice that I use every day."

Joseph Reynolds, CEO of Spineform LLC,
raised over \$2 Million in equity investment
since attending the Entrepreneur Boot Camp.

Who Should Attend?

- Do you want to obtain startup funding from local investors?
- Do you need help deciding whether your great idea will fly in the marketplace?
- Is your young growth company building its team and creating its infrastructure?
- Do you want to meet local investors?

What Will You Learn?

- How to Create a Business Plan That Attracts Investors – And Pitch It
- Who to Hire—and When
- The strategic use of Intellectual Property
- How to access the new VaanGuard network's stable of senior mentors – free!
- Everything else you want to know – in a Q&A session with local entrepreneurs

If so, this program is for **you!**

Plus: "One-on-One" sessions with local angels and experienced local business persons, who will give you real-time advice on your business proposal.

PLATINUM SPONSORS

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Taft Stettinius & Hollister LLP



Supporting Sponsors



DAY 1- JUNE 6

8:00 A.M. – 5:00 P.M.

7:30-8:00 REGISTRATION | CONTINENTAL BREAKFAST

CREATING A BUSINESS PLAN THAT ATTRACTS INVESTORS - AND PRESENTING IT

Moderator: Bill Cunningham, The Cunningham Group

Panelists

Chris Schaber, Queen City Angels investor

Joanna Doerner, Clark Schaefer Hackett

Doug Roberts, Thompson Hine

CREATING YOUR ONLINE PRESENCE: STRATEGY & PITFALLS

Krista Neher, Bootcamp Digital

USING INTELLECTUAL PROPERTY

Tom Humphrey, Wood, Herron & Evans

ACHIEVING REAL SALES GROWTH

Mark Faust, Echelon Management and Author of Growth or Bust!

Lunch and Networking

INNOV8 FOR HEALTH & BRANDERY ACCELERATORS
The Founders of the Accelerators

CREATING PROFESSIONAL FINANCIAL PROJECTIONS
Chair: Matt Parrish, Cors & Bassett

Panelists

Don McKee, Queen City Angels investor

Chuck Stevens, Cooney Faulkner & Stevens

Robin Washienko, Huntington Bank

VALUATION OF STARTUP COMPANIES

Moderator: Alan Fershtman, Keating, Muething & Klekamp

Jim Cunningham, C-Cap Angel Capital Hub

Carter McNabb, River Cities Capital Funds

FINANCING YOUR VENTURE:

HOW START-UP FINANCING WORKS

Moderator: Brian Berning, SS&G

Panelists

Scott Avera, The Business Backer

John Habbert, Queen City Angels

Rob Heimann, River Cities Capital Funds

ENTREPRENEUR BOOT CAMP PROGRAM SPONSOR



DAY 2- JUNE 7

8:15 A.M. – 4:00

INTRODUCTION TO SESSION

Jim Cunningham, Executive Director of C-Cap

LOCAL ASSISTANCE: INCUBATORS, UNIVERSITIES, ENTREPRENEUR SIGNATURE PROGRAM

Moderator: Chris Vollmer, Colliers International

Panelists

Bob Coy, CincyTech

Jim Cunningham, C-Cap Angel Capital Hub

Patrick Longo, Hamilton County Business Center

Sunnie Southern, Innov8 for Health

BUILDING THE INTERNAL AND EXTERNAL TEAMS

Tony Shipley, Chair, Queen City Angels

CREATING YOUR STRATEGIC MARKETING PLAN

Steve Shaw, G&D Integrated

VIEW FROM THE HEAVENS: WHAT INVESTORS LOOK FOR

Moderator: James Zimmerman, Taft, Stettinius & Hollister

Panelists

Dov Rosenberg, Allos Ventures

Tony Shipley, Queen City Angels

Mike Venerable, CincyTech

Dan Kincaid, Queen City Angels

Lunch and Networking with Investors

BREAKOUT SESSIONS WITH INVESTORS AND ADVISERS

Queen City Angels and Professional Advisers

ASK THE ENTREPRENEURS!

Interactive Q&A session with a panel of entrepreneurs

Moderators:

Elizabeth Edwards, Metro Innovation

Candace Klein, Bad Girl Ventures & SoMoLend

Registration: \$299

Register at www.thecircuit.net, or contact

Sherri at 513.563.3524 or sherri@thecircuit.net

Location: The Health Foundation of Greater Cincinnati, Rookwood Tower, 3805 Edwards Road, Cincinnati, OH

Directions: <http://www.healthfoundation.org>

www.thecircuit.net