

“WHO WANTS TO BE AN ENTREPRENEUR?” WORKSHOP

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**Friday, November 5, 2010
Coca Cola Events Center, Oklahoma City**

AGENDA

8:30 a.m. Registration and Continental Breakfast

9:00 a.m. Welcome

*James Wicksted, Associate Director, Oklahoma EPSCoR
Jerry Malayer, State Program Director, Oklahoma EPSCoR*

9:15 a.m. The Process, the Plan and the Pitfalls

This session will walk you through the commercialization process, the key elements needed in a business plan, and we will discuss how to avoid classic entrepreneurial mistakes.

David Thomison, Vice President of Investments, i2E, Inc.

10:15 a.m. Networking Break

10:30 a.m. Making Sense of the Numbers

Learn how to prepare and display your business model in your financial projections, confirm consistency in your capital requirements and “use of funds,” and develop investor-approved, formatted and detailed financial projections.

Dave Humphrey, Founder, OKCapAdvisors

11:15 a.m. Networking Lunch

Dine with over 50 community leaders, investors, entrepreneurs and economic development experts from top Oklahoma companies.

12:15 p.m. Chancellor Glen D. Johnson, Oklahoma State Regents for Higher Education

12:20 p.m. Inside Information

Most high-growth entrepreneurial companies need capital. Get the inside scoop on what investors are looking for in an entrepreneur from a seasoned investor.

Richard Sudek, Chairman, Tech Coast Angels

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12:45 p.m. Been There, Done That!

Don't miss this panel discussion on raising critical capital for your business. This session will include real-world examples from local entrepreneurs who will discuss lessons learned and capital experts who will give guidance on making your deal fundable.

Moderator: David Thomison

Ron Brown, KRB Applied Sciences and SeedStep Angel

Jim Eberlin, JBarra Software

Roy Georgia, BuzzVoice

William Paiva, Oklahoma Life Sciences Fund

Richard Sudek, Tech Coast Angels

John Thompson, Founder, Thompson School Book Depository and SeedStep Angel

1:30 p.m. Networking Break

1:45 p.m. Creating an Effective Elevator Pitch for Investors

This session will review how to create an impactful elevator pitch for investors. Past elevator pitches from a Tech Coast Angel fast pitch contest will be reviewed and discussed.

Richard Sudek, Chairman, Tech Coast Angels

3:15 p.m. The Longest 20 Minutes of Your Life...or is it?

During this session you will gain insight into crafting a compelling 20-minute investor presentation and delivering an on-point message.

Richard Gajan, Executive Advisor, i2E, Inc.

3:45 p.m. Questions and Answers

4:00 p.m. Adjourn

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