

MENTORING MODULES

TOPIC

PRESENTER

Customer Discovery - From prototype to impact

Barbara Finer
Serial Entrepreneur, Investor, New Venture Advisor

Slide Decks and Pitch Events (Tips & Tricks)

Dave Hall
CEO & Co-founder DLH Technology Advisors

Creating your Business Plans for Success

Cliff Robbins
Senior Business Advisor, MSBDC

Making Sense of Your Numbers & Understanding Your Financials

Larry Nannis
CPA, Mentor MSBDC & E For All

Prototyping and Manufacturing in New England

Mark Michalski
Manufacturing Expert in Residence, FORGE

How to Pitch an Angel Group - Do's and Don'ts

Jodi Collier
Executive Director, Launchpad Ventures

Leading with Grounded Confidence

Michelle Mercier
Business Growth Consultant

Refining your Unique Value Proposition and Streamlining your Pitch

Sophia Kambanis
Executive Director, MassInnovation Network

MENTORING MODULES (cont.)



TOPIC	PRESENTER
Peer Success Stories: Early Stage Startup to Acquisition	Dr. Rupal Patel VP of Voice & Accessibility, Veritone; Founder, VocaliD
Dilutive or Non-Dilutive Funding?	Stacy Swider; VP Mass Ventures
Values & Valuations: A Professional's Observations	Dave DeFronzo Associate VP & Valuation Specialist, Teknos Associates
Making Social Media Work for You	Julia Backer Collins COO, Vision Advertising
MITRE: Bridging Innovation for Government Markets	Russ Graves Director, Bridging Innovation at Mitre
Negotiating Contracts - Learning the Art	Eric Achtmann Founder and CEO Global Capital X
Managing IP to Maximize your Company Valuation	Steve Saunders; Partner, Nutter; Angel Investor, Mentor
Creating Content that Google Can't Ignore	Karen Callahan SEO Strategist & Trainer, Wordpress Developer
What's Next - After the Incubator or Accelerator	Jon Weaver President & CEO Massachusetts Biomedical Initiatives Reggie Swift Founder & CEO, Rubix Life Sciences Bob Folger Account Manager, Cummings Properties