



ART OF THE PITCH

West Chester University Graduate Center
 1160 McDermott Drive, Room 126 • West Chester, PA 19380
Tuesday, December 11, 2018
8:00am - 11:30am

Who should attend: Entrepreneurs and startup company founders exploring angel funding, aspiring entrepreneurs, investors, and persons interested in supporting the entrepreneurial community

Why attend: Attendees will learn how to prepare a company for investment and how to craft the perfect pitch. Attendees will also hear how to prepare for the annual Angel Venture Fair in May 2019, which brings together the largest gathering of Angel Investors and Entrepreneurs in the Mid-Atlantic region and has showcased over 500 companies in the last 20 years. The skills and strategies discussed in this workshop are applicable to entrepreneurs of all levels and across all sectors.

Moderated by: Marc Kramer, Executive Director Private Investors Forum, Angel Venture Fair

Agenda:

8:00 am	Networking, Registration, Continental Breakfast
8:30 am	Kickoff and Welcome
8:45 am	Panel – Preparing to Pitch: Legal, Financial, and Business Considerations
9:15 am	Company Pitches
10:00 am	Investor Panel – Making the Pitch to Investors
10:30 am	Wrap Up
10:45-11:30 am	Bonus Session - Meet Ben & i2n

Panels: Preparing to Pitch

- Michael Harrington, Fox Rothschild LLP, i2n Co-Chair
- Chris Wright, McCausland Keen + Buckman, i2n Board
- Carly Meyer Bentley, Wilmington Trust, Moderator

Making the Pitch to Investors

- Mark Trabbold, Ben Franklin Technology Partners
- Larry Brotzge, Robin Hood Ventures
- Howard Lubert, Keiretsu Forum

Presented by:



The Dr. Edwin Cottrell Entrepreneurship Center fosters entrepreneurship across West Chester University and throughout Chester County by preparing students to contribute to the entrepreneurship ecosystem, providing access to a rich network of entrepreneurship resources, and enhancing the startup and growth of new ventures.



A Chester County Economic Development Council initiative

Ideas x Innovation Network (i2n) supports emerging growth businesses throughout their entire life cycle by leveraging the assets of our academic institutions and our partners to create a network of physical and virtual resources.

www.i2npa.org



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For more information contact:

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