

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

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

Joseph Reynolds, CEO of Spineform LLC, who has raised over \$2 Million in equity investment since he attended 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**



**Supporting Sponsors**



**DAY 1- JUNE 7**

**7:30 A.M. – 5:00 P.M.**

REGISTRATION | CONTINENTAL BREAKFAST

CREATING A BUSINESS PLAN THAT ATTRACTS INVESTORS - AND PRESENTING IT

**Moderator: Bill Cunningham, NKU Entrepreneurship Institute**

**Panelists**

**Jim Cunningham, C-Cap Angel Capital Hub**

**Dan Kincaid, Queen City Angels investor**

**Eric Schnieber, Clark Schaefer Hackett**

CREATING YOUR ONLINE PRESENCE—STRATEGY AND RULES

**Fran Dicari, Barefoot Proximity**

**Mike Hurst, Keating, Muething & Klekamp**

ACHIEVING REAL SALES GROWTH

**Mark Faust, Echelon Management**

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**NEW: Life Science Track - Life Science Expert Panel**

KEY ISSUES FOR LIFE-SCIENCE START-UPS:

IP LICENSING, REIMBURSEMENT, REGULATORY PATH

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***Lunch and Keynote Presentation***

**“BUILDING A HIGH-GROWTH BUSINESS”**

**Rob Daly, Silverstone Advisors**

CREATING PROFESSIONAL FINANCIAL PROJECTIONS

**Chair: Matt Parrish, Cors & Bassett**

**Panelists**

**Don McKee, Queen City Angels investor**

**Bob Petrik, VaanGuard Financial Coach**

**Chuck Stevens, Cooney Faulkner & Stevens**

BUILDING THE INTERNAL AND EXTERNAL TEAMS

**Tony Shipley, Chair, Queen City Angels**

USING INTELLECTUAL PROPERTY

**Tom Humphrey, Wood, Herron & Evans**

FINANCING YOUR VENTURE

**HOW START-UP FINANCING WORKS**

**Moderator: Tom Anthony, Frost Brown Todd**

**Panelists**

**Tom Bobenread, Queen City Angels**

**Paul Cohn, Ohio Capital Fund**

**John Habbert, Queen City Angels**

**Rob Heimann, River Cities Capital Funds**

**DAY 2- JUNE 8**

**8:00 A.M. – 4:00 P.M.**

INTRODUCTION TO SESSION

**Jim Cunningham, Executive Director C-Cap**

LOCAL ASSISTANCE: INCUBATORS, UNIVERSITIES, BANKS, ENTREPRENEUR SIGNATURE PROGRAM

**Chair: Douglas Roberts, Thompson Hine**

**Panelists**

**Bob Coy, CincyTech**

**Jim Cunningham, C-Cap Angel Capital Hub**

**Carol Frankenstein, BioStart**

**Patrick Longo, Hamilton County Business Center**

CREATING YOUR STRATEGIC MARKETING PLAN

**Steve Shaw, G&D Integrated**

VALUATION OF STARTUP COMPANIES

**Jim Cunningham, C-Cap Angel Capital Hub**

**Carter McNabb, River Cities Capital Funds**

VIEW FROM THE HEAVENS: WHAT ANGELS WANT TO SEE

**Moderator: James Zimmerman, Taft, Stettinius & Hollister LLP**

**Panelists**

**Dove Rosenberg, Blue Chip Venture Company**

**Tony Shipley, Queen City Angels**

**Mike Venerable, CincyTech**

**Steve Wilson, Queen City Angels**

BREAKOUT SESSIONS WITH INVESTORS AND ADVISERS

**Queen City Angels and Professional Advisers**

ASK THE ENTREPRENEURS!

**Interactive Q&A session with a panel of entrepreneurs**

**Moderator:**

**Mike Hirschfeld, Graydon, Head & Ritchey**

**REGISTRATION: \$279**

Register at [www.thecircuit.net](http://www.thecircuit.net), or contact Connie at 513.563.3524, [connie@thecircuit.net](mailto:connie@thecircuit.net)

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

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

[www.thecircuit.net](http://www.thecircuit.net)

**Entrepreneur Boot Camp Program Sponsor**