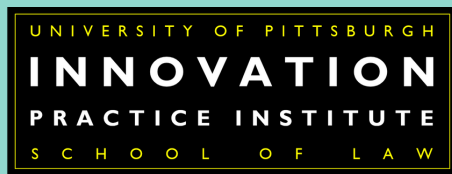


# START SMART



## LEGAL WORKSHOPS FOR ENTREPRENEURS

5:30-7:00 P.M. SCHEDULE IS SUBJECT TO CHANGE.



JAN 29

### STARTING A BUSINESS WITH AN F-1 VISA

CMU, Gates Hillman Center, Room 6115



Students with an F-1 Visa can legally start businesses as well as work on a startup team. Come learn the details of how to do this without violating your student status.

FEB 5

### RAISING CAPITAL: PART ONE

K&L GATES

Pitt Barco Law Building, Room 107

Learn about the legal issues associated with raising capital through friends and family, seed and series A, B, C, etc. Discuss Structuring the investments to maximize growth & more!

FEB 14

### RAISING CAPITAL: PART TWO

K&L GATES

CMU, Newell-Simon Hall, Room 3305

Attend this interactive workshop to learn how to address the business and legal issues associated with making investments in startups, including negotiation strategies, valuation, founder and investor rights, vesting, management and exits.

FEB 28

### SOCIAL ENTERPRISES: PROFIT WITH A PURPOSE

CMU, Newell-Simon Hall, Room 3305

presented by Stephanie Dangel, Pitt Innovation Practice Institute

Learn about for-profit verses non-profit companies, social enterprise, hybrid and alternative legal models, including the Benefit Corporation, L3C's and Flexible Purpose Corporations. This is a MUST-ATTEND event for anyone interested in starting and running a company that blends profit with purpose!

MAR 7

### HOW TO HANDLE YOUR (AND OTHERS') INTELLECTUAL PROPERTY

K&L GATES

CMU, Newell-Simon Hall, Room 3305

Developing an IP strategy (do you always need that patent? are you patenting new IP?), What are copyright, patents, trademarks, and trade secrets, how to protect your company's IP, what to expect after filing a patent (time and expenses), and more!

MAR 21

### COMPANY FORMATION

K&L GATES

Pitt, Barco Law Building, Room 107

Learn about different legal entity structures and other startup formation basics, including:

- \* LLC v. C and S Corps; Founder Arrangements
- \* Splitting the Founder's Equity Pie
- \* Founder Agreements

APR 2

### PREPARING FOR AN EXIT

K&L GATES

Pitt, Barco Law Building, Room 107

Acquisitions are the most common form of exit. Learn how to prepare the company for sale, including the due diligence process, sale process and potential auctions, the role of investment bankers, tax implications, typical structures, including earn-outs,

APR 23

### EMPLOYEES, INTERNS, CONTRACTORS & VOLUNTEERS

CMU, Newell-Simon Hall, Room 3305

Learn the in's and out's of staffing a company, including hiring of employees and/or retaining independent contractors, interns and volunteers, important terms of employment or retention, restrictive covenants, and the use of employee equity to attract and retain personnel.