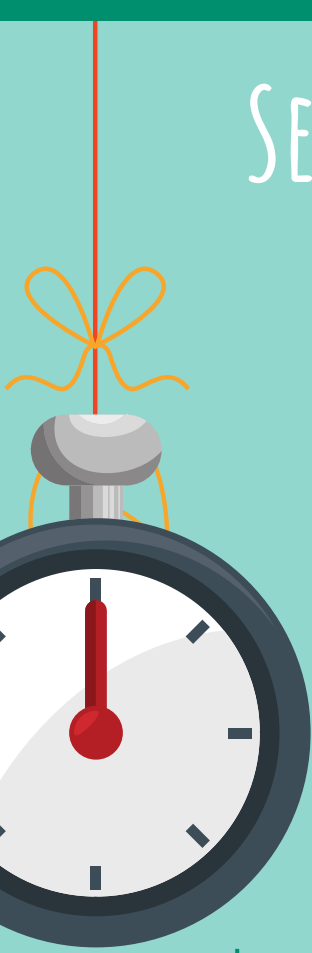


START SMART



LEGAL WORKSHOPS FOR ENTREPRENEURS

TUESDAYS OR THURSDAYS 5:30-7:00 P.M.



SEP 11 OVERVIEW OF STARTUP LEGAL ISSUES

CMU, Tepper Quad,

K&L GATES

Learn about the different legal challenges a startup and its lawyer(s) must resolve to launch a business.

SEP 27 HOW TO SHOP FOR (AND WORK WITH) A LAWYER

CMU, Tepper Quad

Learn why finding the right lawyer is a key strategic business decision for a startup. Your lawyer can be one of your best business advisers OR a poor choice that costs you time and money. Learn the right questions to ask, how to avoid common mistakes, and how to manage your relationship.

OCT 4 HOW TO STRUCTURE YOUR BUSINESS ENTITY

Pitt, Barco Law Building, Room III

K&L GATES

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
 - * Employee Equity

OCT 23 HOW TO STRUCTURE YOUR CAPITAL RAISE- PART I

CMU, Tepper Quad

K&L GATES

Learn about the legal issues associated with raising capital through Friends and Family, Seed Funding and Series A, B, and C rounds, including:

- Structuring investments to maximize growth
- Funding from incubators/accelerators, government, and foundations
- Crowd sourcing and SEC regulations

OCT 30 HOW TO HANDLE YOUR (AND OTHERS') INTELLECTUAL PROPERTY

Pitt, Barco Law Building, Room 107

K&L GATES

Learn how to deal with intellectual property issues, including:

- What are copyright, patents, trademarks, and trade secrets
- How to protect your company's IP
- How not to infringe on another's IP
- How to handle IP created by your employees, including non-compete clauses

NOV 6 HOW TO NEGOTIATE A TERM SHEET FOR YOUR CAPITAL RAISE- PART II

Pitt, Barco Law Building, Room 107

K&L GATES

Learn how to address the legal and business issues associated with investing in start-up companies, including strategies in negotiating valuation, founder and investor rights, vesting, management and exits. In this interactive workshop, participants will divide into two groups, investor startup, each working with an experienced lawyer. Both groups will decide independently on the terms they want and then come together for the negotiation led by the lawyers.