

CCET

CENTER FOR COMMERCIALIZATION & ENTREPRENEURIAL TRAINING

Taking Technology-Based Innovations To The Commercial Market

SANTA FE, NEW MEXICO



TECHNOLOGY VENTURES CORPORATION
Enabling Innovation ▶ Accelerating Investment

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An Educational Program

Providing Skills and Knowledge

To Help You Reach Your

Dreams

*CCET is the education/training arm of
Technology Ventures Corporation (TVC),
in partnership with the Department of
Energy (DOE).*

An entrepreneur development program that has been highly successful in developing technology-based innovations coming out of the national laboratories, universities, and business communities. This intensive how-to education program incorporates an extensive national experience base with local professional and academic subject matter expertise.

SCHEDULE OF SEMINARS

JULY 2009 - DECEMBER 2009

Thursday, July 23rd

ENTERING THE ENTREPRENEURIAL WORLD

This session introduces the emerging or expanding entrepreneur to the services of Technology Ventures Corporation (TVC), commercializing a technology-based product, analyzing the business and financial potential of a product, and exploring the organization and legal alternatives.

Thursday, August 20th

MARKET RESEARCH AND THE MARKETING PLAN

This session discusses the significant endeavor in determining the market potential of a product, understanding the dynamics in the marketplace, forecasting sales and revenue into a revenue model, and producing a marketing plan.

Thursday, September 24th

FINANCIAL MANAGEMENT

This session explores raising capital, understanding and using the financial statements, preparing budget projections and proforma financial statements, dealing with the various tax issues and applications, and company valuation.

Thursday, October 22nd

PREPARING AND PRESENTING THE BUSINESS PLAN

This session takes the entrepreneur step by step through the process of developing and writing a business plan directed toward achieving equity financing for his/her innovation and company.

Thursday, November 19th

OPERATIONS STARTUP, MONITORING, AND HUMAN RESOURCES

This session describes the business organization development process and the essential legal, accounting, taxation, and record keeping processes. We also discuss the critical areas of staffing, recruiting, and educating and training personnel.

Thursday, December 17th

ATTRACTING EQUITY INVESTORS AND LESSONS LEARNED

This session discusses the developing relationships with investors, intellectual property, securities issues, term sheets, and the art and techniques of negotiation. We will also gain the benefit of hearing from those individuals who have experienced the equity funding process.

CCET seminars are held at the Santa Fe Business Incubator, 3900 Paseo Del Sol, Santa Fe, NM from 8:00 am to 12:00 noon. The seminars are free of charge, but a RSVP is preferred prior to each seminar by contacting Margaret Speer at 505-843-4202 (margaret.speer@lmco.com). Also, see www.techventures.org, or contact G. Lee Trussell at 505-843-4256 (grayson.l.trussell@lmco.com) for additional information.

Co-Sponsors

Los Alamos Commerce and Development
Center
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TVC Partners

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