



**SoCalBio**  
Southern California  
Biomedical Council

[www.socalbio.org](http://www.socalbio.org)

# SoCalBio Boot Camp for Emerging Companies

## Tell a Story ... Make an Impact

Los Angeles Chamber of Commerce  
350 S. Bixel Street, Los Angeles, California 90017

Tuesday, August 13, 2019  
From 10:00 AM to 4:00 PM (PDT)

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# Agenda of the 2019 SoCalBio Bootcamp for Emerging Companies



10:00 am Welcoming Remarks and Introduction by **Ahmed Enany**, President & CEO, SoCalBio

## Finding your Voice

10:30 am “What Constitutes an Effective Pitch: Finding and Projecting your Mojo,” Presentation by **Steven Goldman**, Investor, Keiretsu Forum SoCal and President & CEO, World Wide Mind

11:00 am “The Art of Presenting Science- Based Projects,” Presentation by **William Dolphin**, PhD, Investor & Entrepreneur

11:30 am “Want to Find Investors for your Research Idea? Change the Way you Pitch,” Presentation by **David Rubenson**, Director of the Scientific Communications, NoBadSlides.com

12:00 noon Break and Luncheon

## Making your Company Irresistible to Investors

12:30 pm “What Every Bio Entrepreneur Must Know about IP and How it Impacts Financing,” Presentation by **Lara Dueppen**, Partner, Perkins Coie

1:00 pm “How to Leverage Non-Dilutive Funding to Support your Product and Business Development Activities,” Presentation by **David Hood**, President & CEO, DH3

1:30 pm “Building an Entrepreneurial Management Team: Implications for Strategy and Finance,” Presentation by **Stephen Williams**, PhD, Partner, Catalyst Advisors LP

## Show me the Money

2:00 pm “Where to Find Investors in Southern California and Beyond,” Presentation by **Ahmed Enany**, President & CEO, SoCalBio

2:30 pm “Valuation and Due Diligence,” Presentation by **Ben Wei**, Managing Partner, Clarion Consulting Group, LLC

3:00 pm “The Terms of Term Sheets,” Presentation by **George Colindres**, Senior Counsel, Perkins Coie

3:55 pm “Concluding Remarks,” by **Ahmed Enany**, President & CEO, SoCalBio

4:00 pm Bootcamp Adjourns