



## 2017 Banff Venture Forum – Entrepreneur Bootcamp Schedule

### New Brunswick Room – Fairmont Banff Springs Hotel

TIME	ITEM	PRESENTER(S)
12:55 – 1:00	Agenda + Introductions	Marc Elrick, BVF
1:00 – 1:15	<b>Fundamentals of Raising Capital</b> <ul style="list-style-type: none"><li>- Preparing for investment</li><li>- Funding options processes and changes</li></ul>	Kevin Franco, Innovate Calgary
1:15 – 1:45	<b>Nailing Your Pitch on the First Try</b>	Craig Elias, EIR - Chiu School of Business
1:45 – 2:15	<b>Government Assistance and Programs</b> <ul style="list-style-type: none"><li>- Product development vs. growth and marketing</li><li>- Programs from different government organizations</li><li>- Sector specific</li></ul>	Marc Elrick, BVF (Moderator) Irene Mikawoz, NSERC Mark Pasloski, NRC-IRAP Kevin Turner, PWGSC BCIP
2:15 – 3:00	<b>How do I get Money? Q&amp;A</b> <ul style="list-style-type: none"><li>- Negotiating, term sheets and valuations</li><li>- Different sources of funding and the latest deals</li></ul>	Wayne Logan, Miller Thomson (Moderator) Paul Austin, SDTC Kevin Franco, Innovate Calgary Jason Neale, OKR Financial
3:00 – 3:15	Break	
3:15 – 4:15	<b>What it Takes to be Fundable</b> <ul style="list-style-type: none"><li>- What do institutional investors want?</li><li>- US and corporate investment priorities</li><li>- Portfolio and risk management</li></ul>	Sean Burke, FrontFundr (Moderator) Sam Ali, DENKA Andrea Drager, Azure Capital John Hill, Techstars
4:15 – 4:45	<b>I got money ... now what?</b>	Randy Thompson – OKR Financial
4:45 – 5:15	<b>Making the Most of Your BVF Experience</b>	Craig Elias, EIR – Chiu School of Business
5:15 PM	Closing Remarks	Marc Elrick, BVF

*There will be a reception following the closing remarks.*