



**2018 Banff Venture Forum – Entrepreneur Bootcamp Schedule**  
**New Brunswick Room – Fairmont Banff Springs Hotel**  
**September 19, 2018**

| TIME        | ITEM   | PRESENTER(S)   |
|-------------|--|--|
| 1:25 –1:30  | Agenda + Introductions   | Marc Elrick, BVF   |
| 1:30 – 2:00 | <b>Will It Fly: How to know if your idea has wings</b>   | Craig Elias, EIR - Chiu School of Business   |
| 2:00 – 2:30 | <b>Government Assistance and Programs</b><br>- Product development vs. growth and marketing<br>- Programs from different government organizations<br>- Sector specific | Marc Elrick, BVF (Moderator)<br>Irene Mikawoz, NSERC<br>Karl Miller, NRC-IRAP  |
| 2:30 – 3:00 | Break  |  |
| 3:00 – 3:45 | <b>10 Steps to Getting Funded</b><br>- What do institutional investors want?<br>- US and corporate investment priorities<br>- Portfolio and risk management            | Craig Elias, EIR - Chiu School of Business<br>Martin Vetter, AVAC<br>Andrea Drager, Azure Capital<br>Elaine Kunda, Disruption Ventures |
| 3:45 – 4:45 | <b>I got money ... now what?</b>   | Luke Kruger – Valhalla Private Capital   |
| 4:45 – 5:15 | <b>The 10 Top Mistakes Entrepreneurs Make</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.*