



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

TIME	ITEM
12:55 – 1:00	Agenda + Introductions
1:00 – 1:30	<b>Will It Fly: How to know if your idea has wings</b>
1:30 – 2:00	<b>Nailing Your Pitch on the First Try</b>
2:00 – 2:30	<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>
2:30 – 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>
3:00 – 3:30	Break
3:30 – 4:15	<b>The 10 Steps to Getting Funded</b>
4:15 – 4:45	<b>I got money ... now what?</b>
4:45 – 5:15	<b>Making the Most of Your BVF Experience</b>
5:15 PM	Closing Remarks

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