

## AVF 2018 - Entrepreneur Bootcamp Wednesday, June 27<sup>th</sup>

Innovacorp Enterprise Centre  
1344 Summer Street  
Halifax, NS B3H 0A8

### Agenda:

- 10:00 - 10:15 AM *Opening Remarks & Introductions*
- 10:15 - 11:00 AM **Company Valuation**  
Toon Nagtegaal, The NextPhase
- 11:00 - 11:30 AM **Startup Financing**  
Michael Oldfield, BDC Capital
- 11:30 - 12:00 PM **Realistic Deal Structuring**  
Christine Pound, Stewart McKelvey
- 12:00 - 12:30 PM *Networking Lunch - Pizza & Refreshments*
- 12:30 - 13:00 PM **Getting Cash from Investors**  
Michelle Scarborough, BDC Capital  
Andrew Ray, Innovacorp
- 13:00 - 13:30 PM **“Leveling-up Your Business Through Effective Brand, Marketing and Communications Strategy”**  
Sandra Goodwin, Marketing Expert
- 13:30 - 14:00 PM **Building Your Nine-Month Work Plan**  
Dorothy Spence
- 14:00 - 14:30 PM **Exit Strategy**  
Christine Pound, Stewart McKelvey  
TBA
- 14:30 - 14:45 PM *Wrap Up & Networking*

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After the Entrepreneur Bootcamp, everyone is invited to meet up at the pub:  
Gahan House Harbourfront  
1877 Upper Water Street

**Bootcamp contacts:**  
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