Entrepreneur Resources
March 2020

• Each month we’ll highlight resources, founder conversations and hot topics to help you move your ideas forward.
• If you have resources that you’d like to share, please reach out to your licensing associate or EIR to have them included in the next update.
• And please reach out with any questions. We’re here to help!
Articles and Tools

• Also try this companion piece about the top 10 things to not say during a pitch.
• What about using equity incentives for hires? Check out this SlideShare for a plan for a 50 person company (we should all hope our start-up gets that big!).
• Repeal of the Medical Device Tax. Big implications for those seeking funding in that space!
• Don’t give away your board seats. Consider an advisory board in the early days instead.
• Building Trust with your investors. Simple things matter.
The Pitch Podcast

Want to hear some amazing pitches in a short time? Try out the ‘The Pitch’ Podcast. I highlighted the science focused ones that are most relevant, but really listening and learning what things count is helpful regardless of your sector.
Women Founder CEOs

An LA chapter in West Hollywood is Opening Soon!

Women have always been powerful.

For generations, we had to do it alone — one woman at a table of men. But times change. We don't need a seat at that table. We're building our own.
Start-ups Serving Start-Ups

Who likes investor and team updates? Visible does!
Make your updates simple and effective with their easy to use tools and keep everyone in the loop.
Biorender allows you to make professional looking figures in moments. Try it for free and upgrade your life science pitch decks!
Information and Networking

CLSA Events are usually a good place for networking. And you’ll hear some solutions on attracting talent (and developing them) at start-ups.
Preparing for Due Diligence!

Come hear from experts on how to make it painless.

Destination: Collaboration – Preparing for the journey of due diligence

San Diego, CA | April 2, 2020 | 8:30 AM – 10:30 AM

Landing the deal is only the first step on the path to a successful partnership. The due diligence process doesn't have to be painful if you have the right preparations in place ahead of time.

REGISTER NOW & SAVE YOUR SPOT!
A great panel on this topic and chance to network!

March 5, 2020

From the Classroom to the Boardroom – Navigating your Career as a Woman

JLABS @ San Diego
3210 Merryfield Row
San Diego, CA 92121
10:30am–1:00pm
Courses

The Spring Venture Deals class is back and free! Click to register and join/lead a team.
The **Bootcamp** Series is designed especially for CEOs and CXOs of growing businesses with a focus on the tactical and operational expertise needed to manage a growing business. Speakers will lead sessions focused on the functional areas of marketing, finance, law and human resources to attendees.

**BUSINESS FUNDAMENTALS BOOTCAMP**

**Los Angeles**

**MARCH 19, 2020**

**REGISTER NOW**

**Date:** 19 Mar 2020  
**Time:** 11:00am - 6:00pm PDT  
**Hilton Los Angeles Airport in Los Angeles, CA**

[https://www.supportingstrategies.com/bootcamp-sma20](https://www.supportingstrategies.com/bootcamp-sma20)