



Technology & Life Science Entrepreneurs Boot Camp 2009

February 12, 2009

Johns Hopkins School of Medicine

Albert H. Owens Auditorium, Koch Cancer Research Building

Johns Hopkins University and Wilson Sonsini Goodrich & Rosati are proud to present the Technology & Life Science Entrepreneurs Boot Camp. Please join us for a one-day program providing the university community, including, clinicians, scientific faculty, post-doc graduate students, and entrepreneurs on the verge of launching a new venture, with practical guidance, information, and the resources necessary to develop into the next generation of technology and life science entrepreneurs.

www.wsgr.com/news/entrepreneursbootcamp

SCHEDULE

8:00 a.m. Registration

8:30 a.m. Overview & Valuation

An overview of the start-up process and the financing of new entrepreneurial ventures, including methods commonly used to value companies and how investors adapt these methods to value early-stage companies and technology projects.

9:30 a.m. Forming & Organizing the Start-Up & Founders Stock

This session will explore the decision-making process in forming the start-up, including timing, documents, and issues in determining the capital structure of the business organization. Strategies in allocation of founders stock and composition of the board of directors will be examined.

10:30 a.m. Break

10:45 a.m. Compensation & Equity Incentives

An overview of the compensation and equity incentive structures available to founders to attract and retain new talent. This session will help entrepreneurs understand the general mechanics of creating and issuing these awards and the legal and tax consequences in the execution of compensation and equity programs.

11:45 a.m. Lunch

1:00 p.m. Intellectual Property

A discussion of the importance of developing an IP strategy that fits your business and the relationship between IP
(continued)

protection and the commercialization objectives of your business. This session will emphasize the importance of patent protection.

2:00 p.m. Business Plans & Fundraising

A discussion of how to organize the business plan as a critical planning tool. Practical guidance in preparing the executive summary, including financial projections and budgets will be given. Discussion will include strategies for approaching the investment community and understanding alternative sources of funding.

3:00 p.m. Break

3:15 p.m. Term Sheets

An overview of term sheets and the due diligence necessary before signing one. This session will help you to understand investor expectations, including board seats, liquidity, registration rights, and non-compete agreements. Discussion will cover key provisions to include in term sheets and negotiation strategies for achieving the best-case investment scenario.

4:15 p.m. Liquidity & Exits

A discussion of key issues in the initial public offering process as well as and trends in mergers and acquisitions. We will also explore current expectations from investors and the public capital markets and address governance and regulatory issues involved in liquidity events.

To register, go to www.wsgr.com/news/entrepreneursbootcamp

Please contact Tni Newhoff at tnewhoff@wsgr.com or Aditya Polsani at apolsan1@jhu.edu with questions.



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