

2005-06 Calendar of Events

Entrepreneurial Skills Workshop "Networking is a Contact Sport"	October 11, 2005
Leader	Bill Ringle, Executive Director, LearnWell Center for Business Innovation. Networking in the entrepreneurial community is a skill that is as much about the value you can offer to others as the benefits they can provide to you. People do business with those they like, trust and know. Accordingly, an entrepreneur's network is one of their most valuable assets. As with any worthwhile investment, a network takes time, attention and effort to develop. Attend this workshop to learn tools and develop skills that are necessary to become a master networker.
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Entrepreneurial Breakfast Series "Challenges of Family Owned Businesses"	October 21, 2005
Panel	<p>Moderator: Mark P. Loschiavo, Senior Executive-in-Residence LeBow College of Business; Executive Director, Laurence A. Baiada Center for Entrepreneurship in Technology</p> <p>Panelists: Thomas A. Bellia, President Bellia Business Products and Services</p> <p>Jon Corle '70, President Tycor Benefit Administrators, Inc.</p> <p>Nana Goldberg DeLia '78, VP and Co-Owner The Original I. Goldberg</p> <p>Charles B. Grace, Jr., Chairman and CEO Ashbridge Investment Management</p> <p>Richard D. Wood, Jr., Chairman of the Board Wawa, Inc.</p> <p>Entrepreneurs who operate family businesses must be deliberate in efforts to maintain an equitable company culture while developing effective leadership styles for both family and non-family employees. Succession planning and transfer of ownership also pose unique challenges for these entrepreneurs. What strategies are implemented by successful family business owners to juggle the personal and business aspects of operating their companies?</p>
Venue	George D. Behrakis Grand Hall, Creese Student Union Complex, 33 rd & Chestnut Streets
Time	7:30 – 10:00 a.m.
Register Now	http://cobweb.lebow.drexel.edu/lees/calendar/register.asp?ID=981

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Entrepreneurial Skills Workshop "Legal Issues in Entrepreneurship – Advice from the Trenches"	
November 8, 2005	
Leader	<p>Jack Rosenbloom, Esquire, Jacobs Law Group, PC</p> <p>Knowing how to recognize a legal issue when it arises, how to prevent some legal issues from developing, and calculating when to ask an attorney or trusted advisor for help are often foreign skills for budding entrepreneurs. Attend this interactive workshop to gain a better appreciation and understanding of the legal issues facing startup ventures and when and how to choose an attorney.</p> <p>Jack A. Rosenbloom is an attorney with the Semanoff, Ormsby, Greenberg & Torchia, LLC. The core of his practice is focused on representing both emerging and established businesses in complex corporate, transactional, tax and real estate matters. Jack regularly handles asset and stock acquisitions, commercial agreements and transactions, licensing agreements, commercial real estate, business formation and capitalization, turnarounds, and tax-exempt organizations.</p> <p>Prior to joining Semanoff, Ormsby, Greenberg & Torchia, Jack was an attorney with the firms of Jacobs Law Group, Fox, Rothschild, O'Brien & Frankel, LLP and Fox and Fox LLP, and previously worked as a Senior Tax Consultant for Ernst & Young, LLP. Prior to becoming a lawyer, Jack worked in management for a Fortune 100 retailer and as a financial professional for a large financial firm.</p> <p>Jack is a graduate of Rutgers University, where he earned his B.A. (1993), and the Widener University School of Law, where he earned his J.D. (1997), and was a member of the Moot Court Honor Society. He also received an LL.M. in Taxation from the Villanova University School of Law (2001). Jack is licensed to practice law in Pennsylvania and New Jersey, as well as the US Tax Court.</p> <p>Jack serves on the boards of the Entrepreneurs Forum of Greater Philadelphia (EFGP) and the Play Rugby Foundation, from whom he also acts as general counsel. Jack has lectured on and written about a variety of business and tax law topics. Jack's articles have appeared in publications such as The Journal of Internet Law, SMU Computer Law Review and Technology Journal, and The Exempt Organization Tax Review.</p>
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Business Plan Development Workshop - Developing Your Business Concept	
December 3, 2005	
Leader	Baiada Center Mentors
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	10:00 a.m. - Noon
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Entrepreneurial Skills Workshop "Pricing Your Product or Service"	
December 6, 2005	
Leader	Joe Schenk, President & CEO, QA Edge Inc. a professional services firm devoted to helping clients with computer compliance in FDA regulated industries. He has trained thousands of pharmaceutical industry personnel on computer validation and has been involved in

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	<p>computer validation and software engineering for over 20 years which includes positions at BP and HP. Schenk earned an MS in Technology Management from the University of Pennsylvania and a BS in Commerce and Engineering from Drexel University. He has achieved certifications in Regulatory Affairs, International Business, IS Project Management, Client Server Technology, Mercury Test Suite, and ISO 9000 Lead Assessor.</p>
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Entrepreneurial Breakfast Series -“Governance in the Entrepreneurial Space”	
December 7, 2005	
Panel	TBD
Venue	George D. Behrakis Grand Hall, Creese Student Union Complex, 33 rd & Chestnut Streets
Time	7:30 – 10:00 a.m.
Register Now	
Entrepreneurial Skills Workshop “Outside the Box Sales Process ”	
January 10, 2006	
Leader	<p>Rob Gilfillan, President, Cenero, LLC</p> <p>Successful salespeople plan every sales call with a well-defined process and objective, but often this may not be enough to engage the client in a productive conversation. Entrepreneurs must also learn to quickly categorize the ‘audience’ personality type to ensure their message is communicated in an effective manner that resonates with the prospective client. Attend this workshop to learn this out of the box sales process from an experienced entrepreneur.</p> <p>About the presenter:</p> <p>Rob Gilfillan has served as President of Cenero since 2000. Cenero is an integration firm specializing in the design and installation of audiovisual systems for legal, medical, educational, financial and non-profit organizations. Previously, Rob single-handedly established and grew an audio-visual, videoconferencing, and systems integration business in the mid-Atlantic area. The business became profitable within three months and within a four year period the business yielded \$4MM of revenue with a gross profit margin of 45%. Detailed sales processes were implemented to continually drive revenue and gross margin. In addition to his management and business skills, Rob is also a video systems and videoconferencing specialist. Equally adept at evaluating needs and designing systems, Rob has managed hundreds of integration projects. At Cenero, Rob is directly responsible for the sales & marketing related activities, providing leadership and guidance for the team. Rob holds a Bachelor of Science degree from Ursinus College.</p>
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
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Business Plan Development Workshop - Defining Your Product and Target Market		January 21, 2006
Leader	Baiada Center Mentors	
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor	
Time	10:00 a.m. - Noon	
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php	
2006 Business Plan Competition – Phase I Deadline for Submissions		January 31, 2006
Business Plan Development Workshop - Marketing and Sales Strategy		
Leader	Baiada Center Mentors	
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor	
Time	10:00 a.m. - Noon	
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php	
Entrepreneurial Skills Workshop "The Art of Negotiation"		February 21, 2006
Leader	<p>Gene Godick, CFO, Verticalnet Jeff Stello, CFO, Precimed Group, SA</p> <p>Entrepreneurs must become skilled at the art of negotiation to land the best contracts with clients, vendors and investors and gain competitive advantage. Experienced negotiators understand the need to strike a win-win deal by successfully fulfilling the other side's needs without ever losing sight of their own goals. Attend this workshop to learn from accomplished executives valuable techniques to negotiate for success.</p> <p>Gene S. Godick has served as Verticalnet's Chief Financial Officer since February 2003. Mr. Godick also served as Verticalnet CFO from June 1998 until October 2001. He returned to Verticalnet, as a consultant, in November of 2002 at the request of Verticalnet's board of directors. As CFO, Mr. Godick is responsible for Verticalnet's financial infrastructure, IT legal compliance and human resources. His accomplishments include managing the company through its rapid growth leading up to a \$64 million initial public offering in 1999 and subsequent financings totaling over \$200 million. He has also had responsibility for managing the company's financial transformation including M&A activities, restructuring, and business unit divestitures. Before joining Verticalnet, he worked from 1997 until 1998 as a senior manager at KPMG LLP, in the information, communications and entertainment practice, with a focus on high technology companies. Prior to joining KPMG, Mr. Godick was President and Chief Financial Officer of Industrial Construction, Inc., a privately owned environmental remediation firm. From 1987 until 1994, Mr. Godick was an accountant and manager for Arthur Andersen LLP's Enterprise Group, which provided services to emerging growth companies in technology and software. Mr. Godick received a B.S. from Villanova University and is a Certified Public Accountant.</p> <p>Jeff Stello brings a unique combination of financial management and</p>	

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	operational experiences with businesses large and small including his own consulting practice. During the past 20 years he has held several financial management positions with high-growth public and venture-backed companies including Vis.align, Inc., Shared Medical Systems, GMIS, Inc. and five Inc. 500 companies. He is currently the Chief Financial Officer with Precimed, SA, an innovative Swiss-based global manufacturer of surgical instruments. Jeff has raised more than \$85 million through private and public equity transactions and he has executed the due diligence, negotiations and integration of 8 acquisitions. Jeff has also handled direct contract negotiations with many clients and strategic partners. Jeff has a Bachelor of Science from Bloomsburg University, MBA from Villanova and is a Certified Public Accountant.	
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor	
Time	6:00 – 8:30 p.m.	
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php	
Business Plan Development Workshop - February 25, 2006 Revenue Models		
Leader	Baiada Center Mentors	
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor	
Time	10:00 a.m. - Noon	
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php	
Entrepreneurial Breakfast Series March 9, 2006 "Purpose Drive Entrepreneurs – Combining the Heart of the Business with the Heart of the Community"		
Panel	<p>TBD</p> <p>LeBow College of Business at Drexel University and the Laurence A. Baiada Center for Entrepreneurship in Technology present Philadelphia's first and only quarterly entrepreneurial forum for regional development initiatives that links companies, institutional and private investors, research institutions and the Drexel community.</p> <p>"Purpose Driven Entrepreneurs • Combining the Heart of Business with the Heart of the Community"</p> <p>Triple bottom line entrepreneurs are a rare breed of entrepreneurs whose passion is to combine money and mission. These entrepreneurs integrate a value set with their company issues and processes to maximize economic, social and environmental value. A teenager from India decides to earn his college degree in the United States, focusing on engineering and entrepreneurship so he can someday make a better life for his fellow citizens. A serial entrepreneur decides to make his next gig one that will improve world crop yield and water usage. What differentiates these social entrepreneurs from others? What benefits are derived by entrepreneurs with business models that include missionary to profiteer ratios?</p>	
Venue	George D. Behrakis Grand Hall, Creese Student Union Complex, 33 rd & Chestnut Streets	
Time	7:30 – 10:00 a.m.	

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Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Business Plan Development Workshop - Operation Plans March 11, 2006	
Leader	Baiada Center Mentors
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	10:00 a.m. - Noon
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Entrepreneurial Skills Workshop "Preparing for Growth—Before the Inflection Point" March 14, 2006	
Leader	Steve Taub, Founder, CECO Filters, Inc.
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Entrepreneurial Skills Workshop "Growing a High-Tech Firm" April 4, 2006	
Leaders	Paul Keogan, Sr. Partner, Fusion Technologies, Inc. Rich Napoli, CEO, Fusion Technologies, Inc.
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
Business Plan Development Workshop - Financial Projections April 15, 2006	
Leader	Baiada Center Mentors
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	10:00 a.m. - Noon
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
2006 Business Plan Competition – Phase II Deadline for Submissions April 26, 2006	
Entrepreneurial Skills Workshop "Calling All Angels—What Angel Investors Want" May 9, 2006	
Leader	Curt Golkow & John Cinque, Attorneys at Law, Fox Rothchild
Venue	Laurence A. Baiada Center, 3225 Arch Street, Ground Floor
Time	6:00 – 8:30 p.m.
Register Now	http://www.lebow.drexel.edu/Centers/Baiada/Calendar.php
2006 Entrepreneur Conference May 25, 2006	

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