Welcome to the NVC Elevator Pitch Social

Networking / food & drink      6:00 to 6:20
Announcements / reminders     6:20 to 6:40
Business idea / personal pitches 6:40 to 7:20
Network!                      7:20 to ??
Thank you to our sponsors...
NVC Elevator Pitch Social

Program

• Networking / food & drink 6:00 to 6:20
• Announcements / reminders 6:20 to 6:40
• Business idea / personal pitches 6:40 to 7:20
• Network! 7:20 to ??
  – Find a team
  – Find a teammate
  – Find a mentor
Objectives

• Practice your pitch
• Receive feedback from peers and mentors
• Find teammates to help you develop your business idea
• Find a team that you can help
• Find and meet mentors
Survey

• Who is looking for a team to join?
• Who has an idea but needs team members or specific expertise?
• Who still has questions about TMP prep courses?
• How many are new to TMP and the New Venture Competition?
  – TMP academic advisor is here tonight to answer questions

Name Tags

• Color codes:
  – Red dot: Individual looking for a team
  – Blue dot: Team / idea looking for help
Announcements – NVC Team Finder

- NVC Team-finder Google group is live:
  - Tiffany Wu
  - Greg Maier
  - Sarah Chan
  - Shikha Sharma
NVC Prep Courses - Reminders

• Applications due now! [http://www.tmp.ucsb.edu/nvc/resources](http://www.tmp.ucsb.edu/nvc/resources)

• Courses are **not mandatory**
  – Designed to help your success in the competition and enhance your entrepreneurship learning experience!

• You earn credit:
  – TMP 148/268 – New Venture Seminar: 3 units
  – TMP 149/269 - Developing a Market-Tested Startup Business Model: 4 units
    • Counts towards TMP certificate
  – TMP 291 – Strategic Communications: 3 Units
NVC Prep Courses - Reminders

• You will need an add code to enroll
  – Add code provided when accepted into the class by the instructor

• TMP 148 / 268:
  – Applications due now, accepted through Jan 9th, 2017, space permitting
  – Required: Business Idea, Team of at Least 2, Commitment!

• TMP 149 / 269:
  – Applications due now, accepted through Jan 9th, 2017, space permitting
  – Interview required: Schedule ASAP with Sarah
  – Required: Business Idea, Team of at Least 2 (3 - 4 better), Commitment, Thick Skin

• TMP 291:
  – Contact instructor, Sheetal Gavankar: sheetal@tmp.ucsb.edu
Submitting Your Entry for the NVC

- On-line team registration will commence next week
  - Link to be provided

- Questionnaire will include:
  - Team information (backgrounds, contact information)
  - Executive summary
  - Inspiration for your idea

- Topics to address in your executive summary
  - Problem being solved
  - Target user
  - Benefit to the customer (value proposition)
  - How it makes money and scales (business model)

- Deadline to submit team entry: January 9th, 2017
  - Extensions / exceptions considered case by case
Primary Objectives for Winter Quarter:

- Form / find a team ASAP
- Establish mentor relationships
- Solidify business idea
- Develop business model
- Prepare for New Venture Fair

## Winter Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event *</th>
<th>Location</th>
<th>Mentors</th>
</tr>
</thead>
<tbody>
<tr>
<td>9 Jan</td>
<td>N/A</td>
<td>Deadline to Submit NVC Team Entry</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>19 Jan</td>
<td>6 PM</td>
<td>NVC Info Session &amp; Mixer: The Road to the New Venture Fair</td>
<td>ESB 1001</td>
<td>✔️</td>
</tr>
<tr>
<td>2 Mar</td>
<td>6 PM</td>
<td>Quick Pitch Event &amp; Mentor Mixer</td>
<td>ESB 1001</td>
<td>✔️</td>
</tr>
<tr>
<td>27 Mar</td>
<td>N/A</td>
<td>Deadline to Submit New Venture Fair Entry</td>
<td>N/A</td>
<td>N/A</td>
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<tr>
<td>31 Mar</td>
<td>N/A</td>
<td>New Venture Fair Entrants Announced</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

* Topical seminars to be announced
Let’s Pitch!
Guidelines for your “Pitch” (60-75 seconds)

- Business Idea Pitch:
  - Name
  - Problem being solved
  - Product description
  - Help needed to develop it
    - Team members
    - Skillsets
    - Mentors
  - Optional (time permitting)
    - Target user / customer
    - Benefits
    - Differentiation

- Individual Pitch:
  - Name
  - Background
  - Special skills & interests
  - Other?

Anyone with an idea and anyone who’s looking for a team is encouraged to pitch!