MARK YOUR CALENDARS

We're back with a great lineup of speakers who will help you navigate the exciting, complex, and sometimes daunting journey that is being a startup. Mark your calendars and RSVP to these sessions today.

WINTER LINEUP

1/24 | How to Build a Deep Tech Enterprise Software Company as a Technical Founder
1/25 | Modern Storytelling with the Art of Storytelling
1/26 | Building a Compelling Investor Pitch
1/26 | How to Be Successful One on One Sales Meetings
1/26 | Top 10 Tips to Demo Your Startup
3/6 | My 2100PM-Free Time Roundup/CEO Education
3/6 | Five Tips for Early Stage Companies

HOW TO BUILD A DEEP TECH ENTERPRISE SOFTWARE COMPANY AS A TECHNICAL FOUNDER

With Timothy Chen, SVP of Engineering at Tenderloin

Technology has been driving innovation and changing the landscape in the enterprise space over the last decade, and founders with deep technical backgrounds are in a unique position to create products and teams that bring unique differentiation to the market. Tim Chen was a set of common errors that first-time founders make in this talk, and we'll discuss these mistakes and how to navigate them while sharing his journey as a founder, investor, and mentor.

1/24/20
12-1 pm
Pulse Hall Idea Lab

RSVP

MODERN MENTORSHIP AND THE ART OF STORYTELLING

With Sarah Haggard, Founder and CEO, Tribute

All great mentorships start with a great connection. Our personal stories hold the power to inspire others and create meaningful connections. Join Sarah Haggard, Tribute Founder and CEO, to learn how to use your personal stories and life experiences to mentor others. In this session, you'll learn why storytelling is so essential for effective mentoring, how to tell your story, and how to set the stage for meaningful connections in your mentoring relationships. You'll walk away with practical tips and tricks to deepen your connection and make the most of your mentoring (and other professional relationships).

2/5
1-2 pm
Pulse Hall Idea Lab

RSVP

BUILDING A COMPELLING INVESTOR PITCH

With Shrinidhi Naikkar, Board Member, TI Seattle

In the cafe, Shrinidhi Naikkar will offer essential guidance on how to build a compelling investor pitch that will significantly improve your chances of raising funds. We will discuss how to research your industry’s key players, the key players in your industry, and the key players in your industry’s key players. We will also discuss how to research your industry’s key players, the key players in your industry, and the key players in your industry’s key players’ key players.

2/14/20
12-1 pm
Pulse Hall Idea Lab

RSVP

6 STEPS TO SUCCESSFUL ONE-ON-ONE SALES MEETINGS

With Steve Berno, Outsourced VP of Sales, Equity Capital

You have a great product and are ready, you continually innovate and evolve, yet uncertainty often keeps sales off the map and when sales are expected to happen, they do not. Let's take a look at some proven strategies for closing deals and increasing sales.

3/6
12-1 pm
Pulse Hall Idea Lab

RSVP
TOP TEN WAYS TO SCREW UP YOUR STARTUP

With Andrew Albott, Partner, Fenwick & West LLP

The foundation of a startup is built in the early days and, unfortunately, there are lots of ways to screw this up and many of them are irreversible and painful. Come hear Andrew Albott discuss the Top Ten Ways to Screw-up Your Startup, so you can avoid these predictable pitfalls.

2/28/20
10-11 pm
Fuse Hall Idea Lab

MY $100M FIRST TIME FOUNDER/CEO STORY

With Sean Cowling, Entrepreneur and Technology Executive

Sean Cowling co-founded and led Ten90 as CEO for 14 years, raising almost $100M for the venture backed company. Building it from inception to becoming the worldwide technology leader for cloud-based virtual desktops. He was deployed by thousands of enterprises, saving tens of millions of dollars. In this session, Sean will share what he learned as a first-time founder and CEO, including the challenges of developing product-market fit, finding the right business model, executing a go-to-market strategy, executing a major pivot, developing a high-performance culture, successful fundraising and managing a board of directors.

5/6/20
12-1 pm
Fuse Hall Idea Lab

SALES 101 FOR EARLY STAGE COMPANIES

With Govind Shankar, CEO, Founder: TIBAL

In this talk, Govind will discuss the fundamentals of sales for early-stage startups, need to build a foundation for sales process, developing a sales operation, and reporting metrics, how do you make sure everyone is on the same page? What do you look for in your first sales hire and when do you bring on a manager? This session will focus on the basics of the sales functions, process, measurement and team.

5/13/20
12-1 pm
Fuse Hall Idea Lab

CATCH UP ON YOUR FUNDAMENTALS

From sales kickoff to welcoming co-founders, these renowned guest speakers over the past few years have shared valuable content designed to help startups and entrepreneurial teams. Lectures are typically 30-45 mins, followed by open Q&A.

WATCH PREVIOUS EPISODES

ABOUT COMITION LABS

Comition Labs, part of COMIEX, provides a multi-industry innovation ecosystem. Whether you're a startup or a large company looking to collaborate with the university, we have spaces for startups to:

- LIP SCIENCES
- BIOENGINEERING
- MATERIALS SCIENCE
- BIOTECHNOLOGY
- CHEMISTRY
- MATHEMATICS
- SOFTWARE
- DATA
- FINANCE

We also offer wraparound services to support startup success including training, mentoring, and networking, across a variety of industries. Our community fosters innovation and increases connections to ensure startups’ optimal success in taking their innovations to impact.

LEARN MORE