

# Cape Cod Entrepreneurs' Weekend

March 12-14, 2010

Cape Cod Community College's downtown Hyannis campus & Venture in Hyannis



## Weekend Timeline:

### Friday, March 12

*Location: Venture - Thinking Together, 540 Main Street, Hyannis MA*

- 5 – 7:30 pm Meet & Organize!  
Appetizers and drinks sponsored by Cape Cod Beer  
Entrepreneurs encouraged to network and interview “idea people”
- 6 pm Welcome and information on the weekend agenda and process
- “Protecting Your Idea” *Attorney Eugene Curry*
- “How to Maximize the Weekend” *Brad Crowell, member of one of last year’s winning teams*
- 6:45 – 7:30 pm Mixer of entrepreneurs and team members with mentors and coaches in specific areas (check name tags, which have been color coded to indicate area of specialty). Entrepreneurs pitch their idea first, and then work to get the right team together. Teams should have a mixed leadership: idea person, marketing/sales, finance experts.
- 7:30 pm – ? Teams leave for dinner on their own at various locations in downtown Hyannis to work as long as needed this evening

### Saturday, March 13

*Location: The downtown campus of Cape Cod Community College, 540 Main Street, Hyannis MA*

- 8 am Continental breakfast available. Groups assemble and adjustments to team compositions are made as necessary, with the help of coaches and mentors.
- 8:30 am “The 5-Minute Business Plan” *Peter Karlson, Chair, Cape Cod Tech Council and entrepreneur*
- 9:30 am – 12:45 pm Teams meet in classrooms to begin working on their business plans
- 1 – 2 pm Reconvene in large room for lunch speaker William Hulbig of Incapx.com on “Financing Your Idea”
- 2 – 6 pm Back to classrooms with coaches and mentors on implementation
- 6 pm Reconvene in large room for dinner and speaker Norman T. Brust on “Making the Pitch: How to Appeal to Your Funder”
- 8 – 11 pm Return to classrooms to continue working on plans

### Sunday, March 14

*Reassemble in classrooms*

- 8 – 9 am Continental breakfast with the full group. Check in with coaches and mentors on any unresolved issues.
- 9:30 – 11 am Teams finalize their presentations in classrooms
- 11 am – noon All groups move upstairs to Venture to present to judges, the full group and guests. Judges will score presentations and the results will be tallied. Then, winner will be announced and prizes awarded.

**Sponsored by: Cape Cod Chamber of Commerce, Cape Cod Technology Council, Coastal Community Capital, Venture, Cape Cod Community College, Mass Office of Business Development, Cape Cod Young Professionals, Cape Cod Economic Development Council Inc., Community Development Partnership, MASBDC, Southern New England Entrepreneurs Forum**