



## 1Q07 Seminar Series for High Tech Companies and Entrepreneurs

### **Patenting Overview – Web-Based Seminar**

Brooks Kushman

*January 31 – 12:00 Noon – 1:00 PM ET*

### **Securing Funding and Opportunities for Technology Businesses**

BBC

*February 15 – 9:00 AM – Noon ET / Consultations available*

### **Effectively Using Business Contracts and Licenses**

Brooks Kushman

*February 26 – 3:00 PM – 5:00 PM ET / Consultations available*

### **Launching the Michigan 21<sup>st</sup> Century Jobs Pre-seed Fund**

MTEC SmartZone

*March 6 – 9:00 AM – Noon ET / Consultations available*

### **Business to Business Pricing Techniques and Best Practices**

MTEC SmartZone

*March 13 & 27 – 11:30 AM – 1:00 PM ET (Parts 1 & 2)*

### **Conducting Effective Technology Market Research**

Know/Go NPD LLC

*April 4 – 8:00 AM – Noon ET / Consultations available*

*Except the web-based seminar, all sessions will be held at the Michigan Tech Advanced Development Complex, 1402 E. Sharon Avenue, Houghton, MI.*

**Registration is required to attend the seminars.** For detailed information and to register for these seminars, see [www.mtecsmart.com](http://www.mtecsmart.com) or contact Jon Leinonen at MTEC SmartZone at (906) 487-7004.

Please indicate which sessions you will attend and amount to be paid.

**Send with payment to MTEC SmartZone, 101 West Lakeshore Drive, Houghton, MI 49931 or for payment at the door FAX to (906) 487-9523.**

<b>SEMINAR NAME AND TIME</b>	<b>COST PER BUSINESS (2 people)</b>	<b>PLAN TO ATTEND (YES/NO)</b>	<b>AMOUNT DUE</b>
<b>Patenting Overview – Web-Based Seminar</b> Brooks Kushman <i>January 31 – 12:00 Noon – 1:00 PM ET</i>	\$0		
<b>Securing Funding and Opportunities for Technology Businesses</b> BBC <i>February 15 – 9:00 AM – Noon ET</i>	\$25		
<b>Effectively Using Business Contracts and Licenses</b> Brooks Kushman <i>February 26 – 3:00 PM – 5:00 PM ET</i>	\$25		
<b>Launching the Michigan 21<sup>st</sup> Century Jobs Pre-seed Fund</b> MTEC SmartZone <i>March 6 – 9:00 AM – Noon ET</i>	\$0		
<b>Business to Business Pricing Techniques and Best Practices</b> MTEC SmartZone <i>March 13 &amp; 27 – 11:30 AM – 1:00 PM ET (Parts 1 &amp; 2)</i>	\$25		
<b>Conducting Effective Technology Market Research</b> Know/Go NPD LLC <i>April 4 – 8:00 AM – Noon ET</i>	\$25 + \$15 per textbook		

**TOTAL DUE \$ \_\_\_\_\_**

CONTACT NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

EMAIL \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_