



with Community Partners

Presents:



Shark Tank – Inside the head of an investor

Entrepreneur's Forum – [Click here](#) to Register.

FEE: Member: • register-prepay= \$25.00 Pre register only
Non-member: • register-prepay= \$25.00 Pre register only

DATE: Thursday, February 18, 2010

PLACE: Websense
10240 Sorrento Valley Road

TIME: 5:30-6:00 PM Networking & Registration
6:00-7:30 PM Program

Description:

Ever wonder exactly what a seasoned investor is thinking while you are presenting your pitch? This program will not only answer that question, but will also allow our audience to act like an investor and put their (mock) money where their mouth is!

Format:

Once again, the Entrepreneurs' Forum has designed a fun, educational, and participatory event that is sure to benefit any company looking to raise capital. We have selected three companies that will present four segments of their business plan to our panel of experienced angel and venture investors. The panelists will evaluate each segment as you, the audience, will vote by investing mock capital in your favorite company.

Investor Panel:

Mike Elconin: Mike Elconin is an active angel investor. He is immediate past president of the San Diego Tech Coast Angels. He has been investing in and consulting with California technology startups since 1999, serving on about 20 company and organizational Boards of Directors. Prior to coming to San Diego, he founded and was CEO of Software Banc, Inc, a Midwest firm designing medical and legal management systems. The company was sold to a public competitor in 1997.

Ken Olson: Ken Olson is a private investor and a member of Tech Coast Angels, and is currently a shareholder in eighteen small San Diego companies. He is an independent director of five San Diego companies and is a director of a local venture capital fund. He spent 32 years as CEO at two San Diego companies, Topaz, Inc. and Proxima Corporation, taking both companies through IPO's, followed by NASDAQ listing and subsequent sales to multinational companies.

Tom Siegel: *Tom Siegel*, a Managing Director and co-founder of Shepherd Ventures, has over 20 years experience in venture capital, entrepreneurial ventures and management consulting. He focuses on investments in mobile/wireless, digital media, Internet and software. Tom serves on the boards of portfolio companies including SpecificMEDIA, Quickoffice, Digital Orchid and LTI Lighting.

Dennis Clerke:

Clerke is a well-respected technology executive and avid entrepreneur. He has been a key part of numerous early-stage and rapidly growing software companies in his career. Most recently, he was CEO of Aligned Software, a venture-backed provider of collaborative roadmapping software acquired by Sopheon. Before Aligned, he was a co-founder and President of Cardiff Software, a market leading provider of Business Process Management and content capture software. During his time at Cardiff, he grew revenue from zero to \$30M with eleven years of consistent profitability and growth. Clerke is an investor and advisor to several emerging software companies including MadCap Software, Mochila and EcoLayers, and previously served on the Board of Directors of eHelp and Dicom. Dennis received his MBA from the UCLA Anderson School of Business and a bachelor's degree in engineering from Boston University.

Bring your resume and job openings! Be prepared to pitch yourself and your company as we will have "open microphone" opportunities to make your pitch.