



Kauffman Fellows

FELLOWS CLASS 18

MODULE 2 • INVESTMENT DNA: GETTING CAPITAL FORMATION RIGHT

MONDAY, OCTOBER 21, 2013

7:00am	Bus Departs for UCSF	Hyatt Hotel Lobby
7:30am	Registration and Breakfast	UCSF (Genentech Hall, UCSF, 600 16 th Street, San Francisco, CA)
8:00am	Class 18 Debrief	UCSF
9:30am	Break	
10:00am	Deal DNA Keynote <i>David Hornik, August Capital</i>	UCSF
11:30am	Break	
12:00pm	Lunch/ Field Projects in Cohorts <i>Jewel Savadelis, Savadelis Films</i> <i>Bill Tobin, Strayer Consulting</i> <i>Phil Wickham (Charter Class), Kauffman Fellows</i>	UCSF
1:30pm	Break	
2:00pm	Company Presentations – Due Diligence <i>Josh Margulies, Liviam</i> <i>James Richards, Teleborder</i>	UCSF
3:30pm	Break	UCSF
4:00pm	Due Diligence and the Essence of Great Investing <i>Gene Hill (Mentor Class 7), SV Life Sciences</i>	UCSF
6:00pm	Bus Departs for Hyatt	
6:30pm	Free Night	

TUESDAY, OCTOBER 22, 2013

7:00am	Bus Departs for UCSF	Hyatt Hotel Lobby/Atrium
7:30am	Breakfast	UCSF

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8:00am	TBA <i>TBD</i>	UCSF
9:30am	Break	
10:00am	Influence Without Authority <i>Jeff Harbach (Class 16), Entrepreneur, Investor, Mentor</i> <i>Allen Taylor (Class 16), Endeavor Global</i> <i>Steve Reale (Class 14), Levensohn Venture Partners</i> <i>Bill Tobin, Strayer Consulting Group</i>	UCSF
11:30am	Break	
12:00pm	Cohort Lunch	UCSF
2:00pm	Conflict to Creativity <i>Ward Ashman & Ian Schmidt, Trimergence LLC</i>	UCSF
3:30pm	Break	
4:00pm	Term Sheet Negotiations <i>Cindy Hess, Fenwick and West LLP</i> <i>Warren Packard, Thuuz Sports</i> <i>Rob Goldman, Threadsy</i>	UCSF
5:30pm	Wrap-up and Debrief	UCSF
6:00pm	Bus Departs for Hyatt	
6:30pm	Cocktails and Socializing	Hyatt Hotel Lobby/Atrium


WEDNESDAY, OCTOBER 23, 2013

7:15am	Meet at Hyatt Atrium	Hyatt Hotel
7:30 am	Check-in/Breakfast	Autodesk
8:00am	Morning Kickoff: Welcome and Orientation <i>Phil Wickham (Charter Class), Kauffman Fellows</i> <i>Lisa Kay Solomon, Innovation Studio</i>	Autodesk
8:15am	Opening Remarks <i>Jeff Kowalski, Autodesk</i>	Autodesk
8:30am	Introduction to Business Modeling <i>Patrick van der Pijl, Business Models Inc.,</i>	Autodesk
10:00am	Break	
10:30am	“What If? Exploring Business Models of the Future”	Autodesk
11:45am	Morning Reflections and Closing	Autodesk
12:15pm	Lunch	

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1:00pm	Bus departs for Techshop	
1:30pm	TechShop Welcome and Overview	TechShop
1:30pm	TechShop Welcome and Overview	TechShop (926 Howard St, San Francisco)
2:15pm	TechShop Team Exercise	TechShop
6:00pm	Wrap-up/Debrief of Day	TechShop
7:00pm	Bus departs for Hyatt	
7:30pm	Free night	