# **Name \_\_\_\_\_\_\_\_\_\_**

## Worksheet: Preparation for Startup Panel Presentation

Thursday, 1/20 3:30 – 4:30

## Use LinkedIn and other to research the following. Provide a short description or bio based on your findings.

• Spark in the Dark - social startup

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• Abagail McKiernan – Spark in the Dark

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• Winona State University Startup

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• Will Kitchen – Winona State University Startup

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• The Hub – University of Dayton

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• Vincent Lewis – The Hub – University of Dayton

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• SCORE – Traverse City

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• Northern Michigan Angels – Traverse City

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• David Summers – SCORE, Northern Michigan Angels

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• Nick Nissley, President, Northwestern Michigan College

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• Jason Slade, Vice President for Strategic Initiatives, Northwestern Michigan College

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## Discussion items/Possible questions:

* Abby: What knowledge or experience did you have with business and startup prior to discovering the Spark in the Dark problem/mission
* Abby: What has been the best part of your Startup experience?
* Abby: Looking back on the experience, what would you have done differently if you could do it over again?
* Abby: What does success look like for Spark in the Dark?
* Abby: Any suggestions for the NMC Startup Seminar students?
* Dave: SCORE has been around for some time, NMA? Have you seen a change in the types of entrepreneurs, startups, and pitches?
* Dave: How much detail and planning should an entrepreneur have completed prior to requesting assistance from SCORE. What can she or he expect as a result of initial advising?
* Dave: What preparation and experience is required prior to pitching to NMA? What are the expectations?
* Dave: What it the trajectory for the community? Where do you see these efforts taking us?
* Dave: What does success look like for Traverse City’s startup community?
* Dave: Any suggestions for the NMC Startup Seminar students?
* Vince/Will: How do student find out about and participate in your startup program.
* Vince/Will: How does the typical student participate – in a class, as an individual, in a team, with an employer or mentor?
* Vince/Will: How do employers/startups/mentors find out about and participate in your startup program?
* Vince/Will: Does a student come with an idea, or do they investigate a problem/opportunity as part of the process? How does this work?
* Vince/Will: Do you have a specific student success story that surprised you?
* Vince/Will: What does success look like for your startup students/participants?
* Vince/Will: What does success look like for your startup programs?
* Vince/Will: Any suggestions for the NMC Startup Seminar students?
* Nick/Jason: What does success look like for NMC and startup?
* Nick/Jason: Any suggestions for the NMC Startup Seminar students?