Get a HEAD START on the next
Spokane Startup Weekend

✓ Develop your business idea using the Lean Canvas method

✓ Learn how to PITCH YOUR IDEA for a product or service

✓ Get FEEDBACK from some pros

✓ Meet other ENTREPRENEURS

✓ **Win a ticket to Spokane Startup Weekend ($100 value)**

What is an Elevator Pitch?

An "elevator pitch" is an overview of an idea for a product or service. The name reflects the fact that an elevator pitch should be possible to deliver in the time span of an elevator ride.

Why should I participate?

You will gain excellent feedback on your ability to pitch from a team of judges who are business leaders and entrepreneurs in their own right.

**Choose ONE session
October 13 – October 17, 2014
Monday through Friday, 6:00-8:00 pm**

**Reserve your spot now, it's FREE!
http://pitchclinicsuofi.eventbrite.com
Light refreshments provided**

Sponsored by

University of Idaho
Coeur d'Alene

Meet the pros

Monday, October 13 & Wednesday, October 15

George Tanner is an instructor in entrepreneurship, in the College of Business & Economics, at the University of Idaho in Moscow, Idaho. George is the faculty advisor for Vandal Solutions, a not for profit student run business that is offered as an upper level course at the University of Idaho College of Business and Economics. It is designed to allow students to use the skills and concepts they have learned and apply them in sustaining a real business.

Tuesday, October 14 and Thursday, October 16, 2014

Marsh Cochran Sutherland is a Spokane native and serial tech entrepreneur who launched 4 startups in Boston. He brought Startup Weekend to Spokane with Brett Noyes in 2012, is a former Angel Hack Boston Organizer, Startup Weekend Providence co-organizer, and a judge for both Mass Hack hackathons and Princeton Alumni startup pitch competitions.

Friday, October 17, 2014

Karen Thurston launched an Internet startup in 1999 with her then 15-year-old son, ran a software and consulting company for over a decade, and has worked as a software developer, analyst, and project/product manager for international corporations, public utilities, and telecommunications companies. She was formerly an adjunct professor of computer science at California State University, Sacramento. In her current position with the University of Idaho, Coeur d'Alene Center, she focuses her efforts on developing the technology industry in our region which stretches west to the Cascades, east to the Bitterroots, and south to the Idaho and Washington borders.

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