

## RETHINK. REWIND. REBOOT.

*A series of workshops for savvy technology based SMB's and Start-ups.  
Explore best practices in lean methodology and identify practical steps to take your  
business to the next level through rapid iteration and innovation.*

### Team Building

*Strategic partnering, joint ventures and creative collaborations*

**Date:** September 25, 2015 | **Time:** 10am – 1pm | **Register:** [HERE](#)

In today's distributed world of dynamic business models, API's, open-source, creative-commons and social-networking the road to Startup or SMB success can be complex. Learn **where and when** to use EOI's, LOI's or MOU's and how best to respond to RFP's, RFQ's or perhaps even early-stage M&A scenarios! Understand the basics of negotiating a definitive agreement and be aware of legal considerations, ownership of work-product and intellectual property. Live and foster the Team acronym ~ **Together Everyone Achieves More!**

### The Pros & Cons of Bootstrapping

*Evaluate various financing instruments and leverage the crowd*

**Date:** September 25, 2015 | **Time:** 2pm – 5pm | **Register:** [HERE](#)

Many tech-based Startups and SMB's self-fund product development and launch by bootstrapping or early-revenue generation. All good! However, for growth requirements under the rapidly moving and competitive landscape of SaaS and Freemium pricing models Angel or Venture financing may need to be considered. Product and/or equity Crowdfunding alternatives will also be explored. Learn the importance of timing, key metrics and how to make a bigger pie!

### Are You Ready to Scale?

*Set SMART goals and build a solid corporate foundation for next-stage growth*

**Date:** September 28, 2015 | **Time:** 10am – 1pm | **Register:** [HERE](#)

Congratulations, you've nailed your MVP, done a few Pivots, have defined your customer development process, built an awesome Team and have achieved recurring revenues ~ what's next? Perhaps you have accomplished these milestones by bootstrapping or early-stage finance? Is your house in order to scale beyond this? Perhaps institutional financing is now a serious consideration? Make sure the foundation is in place to weigh your best options.

### Future-Proofing

*The new rules of technology entrepreneurship and challenge/opportunity of exponential times*

**Date:** September 28, 2015 | **Time:** 2pm – 5pm | **Register:** [HERE](#)

The Robots are coming! The IoT is about to change everything, again. What is that Drone doing in my backyard? These are exciting but cautionary times! Viable Startups ~ all businesses ~ need to be innovating or building or they will be displaced by those who are. Bootstrapped Startups are (increasingly) being usurped by venture-backed competitors. Many traditional SMB's are being supplanted by tech-based Startups "software is eating the world". Get set to be disrupted!

#### All workshops take place at:

Community Futures Alberni-Clayoquot | 4757 Tebo Avenue, Port Alberni

#### For more information, please contact:

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