

Format for Presentations at the Northern Colorado Entrepreneurs Meetups

Our goal is to create a dialog between the presenter and the members.

We offer 5 minutes for presentation and 5 minutes for coaching. We will then have a networking break so that interested members can find you and talk to you in more detail.

The purpose of the presentation is to provide a brief introduction to your business or proposal, with just enough information that members can engage and explore how they might help you. This is not a sales pitch but an invitation to receive coaching from a highly motivated, diverse group of entrepreneurs.

Points to cover:

- Who you are?
- What's the need that you have identified?
- What's your solution?
- What request for coaching do you have of the group?

The last bullet is key, since our goal is to connect businesses with people who can help them be more successful. Please leave this last slide up on the screen so that people can see what you need. You may even want to mention what you are looking for early on, so that the members can be thinking about the need while you are presenting. (e.g. "I am going to tell you about a gizmo that we have designed and I am looking for input on manufacturing and marketing").

Examples of requests:

- Feedback on business model
- Advice on marketing
- Contacts
- Technical information
- Partners or Sweat-equity
- Consultants
- Other opportunities for increasing value
- Cash is typically not a true need, but actually one solution to a need. However, it's appropriate to engage with the group on how best to fund an operation.

Some people try to cram a 15 min. business pitch into a 5 min. presentation. Trust us, this will not work. A short presentation is harder to do, but can actually be much more powerful (we have good examples of this), and also gives multiple businesses the chance to present in one meeting.

We encourage the use of PowerPoint slides, since they provide useful cues for the speakers, and request a copy of the slides a few days in advance. This also saves time during the Meetup and reduces technical snafus. We cannot guarantee that

sound will be available for PPT presentations. A live internet connection is usually available, but we strongly discourage using this, since it tends to eat up a lot of time and disrupt the flow.

We have recently created a space on our website that will allow presenters to re-state their objectives and needs, and provide contact information. We intend that this will also be a great way for members to stay up to date, even if they weren't able to attend a particular meeting.

If you are not already a member of the NoCoEntre.Net Meetup group, please sign up. It's free. This provides a further opportunity for you to tell the group what you're up to and for members to reach you.

Future plans: we hope to offer an online communication tool that may help keep the dialog continuing after the Meetup. Several members have also suggested that we offer a focused SWAT-team that can help people with their businesses.

Finally, we strongly believe that the success of our Network depends on a process of continual refinement, so the only price of admission is for presenters to give us honest feedback on what worked, what didn't, and what was missing.

If you have any questions or concerns, please feel free to contact us: we're here to help.

— Peter Olins + Patrick Gill.