Entrepreneurs Bootcamp 1.0
vace.uky.edu/bootcamp

Fall 2020 Schedule

Sessions are held every Thursday
August 20-December 3, 2020
From 5-7 pm

The Schedule is subject to change.

All sessions are virtual.
<table>
<thead>
<tr>
<th>Session</th>
<th>Date</th>
<th>Session Overview</th>
<th>Speaker(s):</th>
<th>Prior to Next Session Prep/Assignment</th>
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| Session 1 | Aug. 20 | **Bootcamp Kickoff!**  
→ VACE welcome  
→ 60-second pitch from Project Leaders.  
→ Form teams  
→ Sign the Non-Disclosure Agreement (NDA) for Bootcamp | All team leaders must deliver their one-minute elevator pitch. | → Communicate with your team and develop a plan on how you will engage with one another over the semester.  
→ Everyone in the program must sign the NDA which will be provided by VACE staff. |
| Session 2 | Aug. 27 | **The Business Model Canvas (BMC)**  
→ Discussion of 1-2 page Progress Summary | Dr. Christine Wildes | BMC – develop problem/solution, identify market segments and customers for the team’s product/service. Begin drafting the 1-2 page Progress Summary |
| Session 3 | Sept. 3 | **“What Is Your Value Proposition”** | Chris Green, Bootcamp graduate and business owner of Osteme Products LLC | Prepare five-minute pitch of Business Model Canvas |
| Session 4 | Sept. 10 | **“Who Is Your Customer”** | Dr. Leslie Vincent | Reach out to potential customers and incorporate result into the 5-minute pitch that will be presented at Session 7 |
| Session 5 | Sept. 17 | **“My BMC and How It Evolved”**  
→ An example canvas | Chris Green, Bootcamp graduate and business owner of Osteme Products LLC | Email Warren/Christine your 1-2 page Progress Summary. |
| Session 6 | Sept. 24 | **Progress Summary & Coaching Check-In**  
→ All Progress Summaries submitted.  
→ Coaching session - Teams will be assigned a VACE staff member for 1-1 check-in and coaching | VACE staff team | Prepare for the 1st Milestone |
| Session 7 | Oct. 1 | **1st MILESTONE**  
→ 5-minute pitches of Business Model Canvas.  
→ All team members must participate in pitching. | Feedback on the pitch will be conducted by VACE Staff and guest judges | Feedback sheets will be returned/emailed to teams. Continue refining the BMC. |
<p>| Session 8 | Oct. 8 | <strong>“BMC: Resources, Activities, and Partners”</strong> | Christine Wildes | Work on one-minute pitch for Pitch Contest |</p>
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<tr>
<td>9</td>
<td>Oct. 15</td>
<td>“How Will Your StartUp Make Money?”&lt;br&gt;→ Understanding early stage expenses/revenues for your Startup</td>
<td>VACE staff (Christine and Mariam)</td>
<td>Create 2-3 slides on what early expenses are expected, and how you intend to generate revenues.</td>
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<td>10</td>
<td>Oct. 22</td>
<td>“Yes, There Is Competition!”</td>
<td>Guest speaker (TBD - Josh Konowe)</td>
<td>Create 1-2 slides identifying the competition and how your startup compares, is better, or could partner.</td>
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<td>11</td>
<td>Oct. 29</td>
<td><strong>Halloween Themed Event: 1-minute Elevator Pitch</strong>&lt;br&gt;($ provided by ISFE)&lt;br&gt;→ Teams deliver their best and most entertaining 1-minute pitch&lt;br&gt;→ Additional Details TBA (Tentatively hosting in new Innovation Building on Winslow Street)</td>
<td>Top winners receive awards</td>
<td>Continue refining your BMC</td>
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<td>12</td>
<td>Nov. 5</td>
<td>“Pitching Best Practices”</td>
<td>Adam Brown, Lexington business owner</td>
<td>Prepare for the 2nd Milestone</td>
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<td>13</td>
<td>Nov. 12</td>
<td><strong>2nd MILESTONE</strong>&lt;br&gt;→ 10 minute pitches. All team members must participate in pitching.</td>
<td>Teams will present their 10-minute pitches to a panel of judges. Pitches will be scored.</td>
<td>All scoresheets will be returned/ emailed to teams. Incorporate feedback into the final presentations.</td>
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<td>14</td>
<td>Nov. 19</td>
<td><strong>Bootcamp 1.0 FINALE</strong>&lt;br&gt;→ Presentation of 10-minute pitches and submission of final Progress Summary</td>
<td>Teams deliver their Final 10-minute pitches to a panel of judges. Pitches will be scored. All Progress Summaries submitted to Warren/ Christine.</td>
<td>Winners announced at Entrepreneurs Bootcamp 1.0 graduation and celebration.</td>
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<tr>
<td>BREAK</td>
<td>Nov. 23-27</td>
<td>Thanksgiving Break - NO Bootcamp this Week</td>
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<tr>
<td>15</td>
<td>Dec. 3</td>
<td><strong>Entrepreneurs Bootcamp 1.0 Graduation Celebration!</strong></td>
<td>VACE staff and all teams. Winners announced and prize money awarded. All graduates will receive certificates.</td>
<td>Congrats on Completing Entrepreneurs Bootcamp 1.0!</td>
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