

ACS Webinars: Small & Medium Business Series



Do you know what it takes to raise capital in this economic environment? Raising capital is an important life blood for entrepreneurs and small businesses, yet the process is often a black box. Learn from our speaker strategies to raise smart money and avoid the pitfalls of fools money. Join us to explore the ins and outs of raising funds and building a successful marriage with your investors. This is a must attend event for entrepreneurs, scientific professionals, investors and business leaders who are interested in learning about capital raising and angels financing. [Register here!](#)

“Raising Capital with Angels: What They Don't Tell You at Business School”

A short presentation followed by Q&A with speaker Mike Elconin, an active angel investor and a technology start-up expert with over 20 years of experience.

What You Will Learn

- The Tears (tiers) of Capital - Credit Cards, Friends and Family, Angels, Archangels, and VCs.
- Angels Aren't Venture Capital Firms, Just Venture Capitalists (and why that's good and bad).
- Talking Their Language - What They Need to Hear from You.
- Building Your Portfolio, Is Angel Investing Right for You.
- And much more...

Webinar Details

Date: Thursday, April 22, 2010

Time: 2:00-3:00 pm ET

Fee: Free

[Register here](#)

<https://www2.gotomeeting.com/register/917951850>

About The Presenter

Mike Elconin is an active angel investor. He is immediate past president of the San Diego Tech Coast Angels. He has been investing in and consulting with California technology startups since 1999, serving on about 20 company and organizational Boards of Directors. He founded and was CEO of Software Banc, Inc, a Midwest firm designing medical and legal management systems. The company was sold to a public competitor in 1997. Mike is currently serving as a Technology and Business Advisor with the Von Liebig Center at the School of Engineering at UCSD where he works and advises professors on commercializing their technology primarily in areas of electrical, structural, mechanical and aerospace engineering. In addition, Mike also serves as a Technical Client Manager for the Center for the Commercialization of Advanced Technology, a DOD funded program which seeks to commercialize innovative technologies for use in the military, primarily in the field of robotics. Before venturing into industry, Mike served three terms in the Wisconsin Legislature followed by two years as Chief of Staff of the Governor of Wisconsin, and subsequently on a number of state and local elected and appointed positions, including a term on the Milwaukee School Board.

Upcoming Events

List of upcoming ACS Webinars http://boilthisdown.org/?page_id=385