

## ACS Webinars: Small & Medium Business Series



Success is sometimes measured by the attainment of your business plan's exit strategy. Experts recommend developing your exit strategy in the early stages of your business. Is your exit strategy well-suited to fit the needs of your business and your investors? Knowing which exit plan to take may be one of the most important decisions for capitalizing on your hard work. Join us to learn from Kenneth Polk about the various exit strategies available to help you achieve your personal goals, meet the needs of your business, and satisfy your investors. [Register Free!](#)

*“Exit Strategies – A Measure of Success for Chemical Entrepreneurs and Small Business.” A short presentation followed by Q&A with speaker Kenneth Polk, Director of TechCatalyst at the American Chemical Society.*

### What You Will Learn

- Why an exit strategy is essential to your business' success
- Two sides of the coin - Why entrepreneurs and investors may differ in their views on exits
- Making the marriage work - Which exit strategies resonate best with investors
- How to formulate an exit strategy that suits your business (service, technology, manufacturing, etc.)
- And much more...

### Webinar Details

Date: Thursday, June 24, 2010

Time: 2:00-3:00 pm ET

Fee: Free

[Register here](#)

(<https://www2.gotomeeting.com/register/937874067>)

### Meet Your Expert

Ken Polk joined the American Chemical Society (ACS) as the Business Head of TechCatalyst in October of 2007. In this role, Mr. Polk leads this ACS business unit's efforts to aid the commercialization of chemistry and allied science-based (“C&AS”) technologies. Prior to joining the ACS, Ken served the interests of entrepreneurs, research institutions, and small businesses in their technology transfer needs in senior business development and counsel capacities for more nearly 20 years. As a technology commercialization professional, he has spearheaded efforts to acquire technology, capital, personnel, as well as create business opportunities for a myriad of seed and early-stage technology concerns commercializing therapeutics, medical devices, diagnostics, coatings, and chemical processes. Ken holds a Juris Doctor degree from Duquesne University's School of Law, as well as a Master and Bachelor of Science degree in Civil Engineering from the University of Pittsburgh. He is a licensed attorney and professional engineer in the Commonwealth of Pennsylvania. He also holds a Technology Commercialization Certificate from Carnegie Mellon University's Donald H. Jones Center for Entrepreneurship.

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