

## ACS Webinars™: Small & Medium Business Series



Do you know how to spot if your management team is versed in the art of selling science and commercial opportunity? Which door should your team be knocking for funding? This and other important aspects of building a successful company and a top-notch management team will be addressed. Join our speaker David Porter of Apposite Capital, a trained chemist and one of 50 most influential people in 2009 according to HealthInvestor, as he shares his decades of experience investing and advising companies. [Free Registration!](#)

*“VC Talk: How to Sell Your Science & Get Investors.” A short presentation followed by Q&A with speaker David Porter, Managing Partner, Apposite Capital.*

### What You Will Learn

- The importance of management - assessing whether you have a financeable management team
- How to present your science and technology without sounding geeky
- The importance of selling the commercial opportunity and how to do it
- Know your audience and where to look for money and where not to
- And much more...

### Webinar Details

Date: Thursday, July 15, 2010

Time: 2:00-3:00 pm ET

Fee: Free

[Register here](#)

(<https://www2.gotomeeting.com/register/355362578>)

### Meet Your Expert

David Porter is a leading figure in the healthcare sector, with a depth of experience investing in, and advising, a wide range of companies. A member of the UK Department of Health's provider reform group, he combines sector knowledge with practical hands-on experience. Before Apposite, David founded Nomura International's healthcare investment and corporate finance group in 1997, where he was instrumental in many diverse investments across North America and Europe. Prior to this, he gained experience in buyouts with Nomura's Principal Finance Group. He has been CEO of a number of companies, including an authorized bank. A chemistry graduate from Oxford University, David has more than 30 years experience in all aspects of the investment and financial world. Please see [www.apposite-capital.com](http://www.apposite-capital.com) for more information.

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### Upcoming Events

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