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SOFT TISSUE FIXATION AND IMPLANT DEVELOPMENT VENTURE CAPITAL

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This talk will discuss venture capital trends globally and specifically how these trends are impacting the orthopedic market. The discussion will include

- a. Current areas of interest in the venture community
 - i. Spin
 - ii. Knee/Hip
 - iii. Extremities/Small Bone
- b. Choosing a financial partner
- c. How to approach venture firms
 - i. Stage focus and how it impacts the entrepreneur
 - ii. General investment criteria
- d. Making the pitch
 - i. How to make contact
 - ii. Key content/format
 - iii. Who is going to read what?
 - iv. Preparing for success
 - v. Market size
 - vi. Team
 - vii. Cap table
 - viii. All about milestones
- e. Alternative funding sources
- f. The costs associated with other people's money