No matter what market you are targeting, the Entrepreneur’s Growth & Networking Conference allows you to reach it. The event attracts attendees across all industries and in all stages of growth.

The EGNC offers “tracks” of sessions, including new venture, growth and technology tracks. Our demographics indicate that about half of EGNC participants attend sessions geared toward early-stage companies that are just beginning to flourish. The other half of EGNC attendees choose sessions specifically for the seasoned entrepreneur in a much later stage of growth. Special interest tracks attract business owners in the technology sector and other niche markets.

With an inspiring keynote address, dozens of expert-led, information-packed workshops and live demonstrations, the EGNC offers fresh views on cutting-edge topics, covering the latest trends that affect today’s entrepreneurs. The EGNC’s Business Building Tradeshow concludes the day, housing more than 30 organizations that offer products and services geared toward helping businesses prosper.

### ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE AGENDA

<table>
<thead>
<tr>
<th>Time</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:30 a.m.</td>
<td><strong>Tradeshow Set-Up</strong>&lt;br&gt;Duquesne Union, 4th Floor</td>
</tr>
<tr>
<td>8:30 - 9:00 a.m.</td>
<td>Breakfast &amp; Registration</td>
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<tr>
<td>9:00 - 9:50 a.m.</td>
<td>Interactive Session: Dynamic Networking Tips, Tricks &amp; Strategies</td>
</tr>
<tr>
<td>10:00 - 11:10 a.m.</td>
<td>Breakout Session I: Three Workshops Offered</td>
</tr>
<tr>
<td>11:20 a.m. - 12:25 p.m.</td>
<td>Breakout Session II: Three Workshops Offered</td>
</tr>
<tr>
<td>12:35 - 2:00 p.m.</td>
<td>Luncheon &amp; Keynote Speaker</td>
</tr>
<tr>
<td>2:00 - 3:15 p.m.</td>
<td>BUSINESS BUILDING TRADESHOW&lt;br&gt;Meet our sponsors and exhibitors!&lt;br&gt;Dessert &amp; Networking</td>
</tr>
<tr>
<td>3:15 - 4:15 p.m.</td>
<td>Sales Power Hour Workshops: Grow Your Profits</td>
</tr>
</tbody>
</table>
2016 Workshops:

**Morning Workshops offered:**
- The Million Dollar Start-up: Stories from Successful Entrepreneurs
- Got Google Game?: The Latest & Best Tools for Managing, Running & Growing a Small Business
- A Western Pennsylvania Guide to Finding Capital to Start & Grow a Business
- Why Greening Your Business Makes Cents
- A Small Business Guide to Social Media Marketing
- A Tax & Legal Playbook for Small Business

**Afternoon Workshops: Sales POWER Hour**
- Kick it Up a Notch – Sell More!
- A Blueprint for Bigger, Faster B2B Sales
- A Blueprint for Bigger, Faster B2C Sales
- A Blueprint for Bigger, Faster Sales to Big Business

**EXHIBIT SPECIFICATIONS**
When you purchase exhibit space at the Business Building Tradeshow, you receive:
- Your space in the exhibit hall includes one 6’ draped table, identification sign and two chairs.
- Two (2) complimentary full-day conference registrations.
- The option to register up to two additional individuals from your company at a discounted full-day rate of $99 (typical full-day rate is $119).

**EXHIBIT SET-UP – JUNE 2**
Set-up time: 7:30 – 8:30 a.m.
(set-up must be complete when program begins at 8:30 a.m.)
Registration & Tradeshows: Duquesne Union, 4th Floor
Parking: Forbes Avenue Garage (If you have heavy materials, you can temporarily park outside of the Duquesne Union on Locust Street. Duquesne SBDC staff can assist you.)

**ANOTHER MARKETING OPPORTUNITY**
Make sure your message gets “in the bag!” Put a promotional item in the official conference tote bag so that every attendee receives it. You may include software, a pamphlet, a one-page marketing piece or one promotional item of your choosing. The tote bag holds all essential conference materials including the Conference Program. Cost: $200

“*I have worked with many SBDCs all over the United States. The SBDC program in Pittsburgh has the most supportive and enthusiastic group of people that I have ever dealt with.*”
– Exhibitor

“*The EGNC is one of the best venues to directly reach those who need our services most. The face-to-face networking with the entrepreneurs and the relationships we forged made the event a win/win.*”
– Exhibitor

duq.edu/sbdc • 412.396.1633
Duquesne University Small Business Development Center

18th Annual
ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE
JUNE 2, 2016

Please complete form and fax or mail to:
Duquesne University SBDC • 600 Forbes Avenue • Pittsburgh, PA 15282
Phone: 412.396.1633 or Fax 412.396.5884

Company Name ______________________________________________________________________
Contact Person ________________________________Title_____________________________________
Address ____________________________________________________________________________
Email ____________________________________Phone __________________ Fax ___________________
City _____________________________________ State _________________ Zip _________________

For-profit
Before May 20 ☐ $500
After May 20 ☐ $600

Non-Profit
Before May 20 ☐ $400
After May 20 ☐ $500

In addition to the two complimentary registrations, you can register two more attendees at $99 each.
One additional registration ☐ $99
Two additional registrations ☐ $198
Tote Bag Insert ☐ $200
Total Enclosed __________

☐ Yes, we will need electricity at our booth

☐ Yes, our company would like to demonstrate the following at our booth _____________________

☐ Yes, we will donate a raffle for the Business Building Tradeshow (please list prize) ________________

☐ Check for full amount enclosed (make check payable to Duquesne University SBDC)

☐ Check if you would like to have someone call you to pay by credit card

1st Exhibitor Registration
Name ___________________________
Title ____________________________
Email ___________________________
Phone ___________________________
Fax ____________________________

2nd Exhibitor Registration
Name ______________________________
Title _______________________________
Email ______________________________
Phone ______________________________
Fax _______________________________

Additional Registrations at $99 per person
Name ______________________________
Company ____________________________
Address _____________________________
Email ______________________________

Additional Registrations at $99 per person
Name ______________________________
Company ____________________________
Address _____________________________
Email ______________________________

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INDUSTRIES REPRESENTED AT PRIOR CONFERENCES INCLUDE:

- Health Care
- Pharmaceutical
- Construction
- Manufacturing
- Human Services
- Electrical
- Production
- Distribution
- Environmental
- Architecture
- Medical
- Supply
- Technology
- Biomedical
- Wireless Communication
- Marketing
- Rehabilitation

SOME OF OUR PAST SPEAKERS HAVE HAILED FROM:

- Kinko's/FedEx
- Chick fil-A
- Dick's Sporting Goods
- Lillian Vernon
- NASA
- Deloitte & Touche
- Precision Therapeutics
- Pittsburgh Digital Greenhouse
- The Allegheny Institute
- True Commerce
- Vivisimo
- Many other successful companies that exemplify entrepreneurship at its finest.