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.

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**ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE AGENDA**

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:30 - 8:30 a.m.</td>
<td>Breakfast &amp; Registration</td>
</tr>
<tr>
<td>8:30 - 9:00 a.m.</td>
<td><em>What’s Next?: A Closer Look at Small Business Trends</em></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</td>
</tr>
<tr>
<td>3:15 - 4:15 p.m.</td>
<td>Breakout Session III: Workshops Offered</td>
</tr>
</tbody>
</table>

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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.
2017 Workshops:

- Today’s Best Practices for Marketing Your Business on Social Media
- Revved Up Websites: A Checklist to See if Your Website is Driving New Business or Turning Away Customers
- Quiet on the Set: Why Videos Are the Biggest Thing in Small Business Marketing
- Tips and Tactics for Growing Sales and Expanding Your Network of Prospects
- Mining New Markets: How to Sell Your Products To Global Customers, Governments and Corporations
- How They Did It: Successful Entrepreneurs Share the Stories Behind Their Business Brands
- Meet the Lenders: What and Who You Need to Know to Borrow for Your Business
- Pitching the Public: How to Get the Capital You Need from the Crowdfunding Sources
- Bottom Line Builders: How to Get Your Cash Flowing Into Your Business (Even When Sales are Flat)
- Ready for Launch: A Step-by-Step Guide to Turning Your Good Idea Into a Great New Business
- Simple Steps for Writing a Workable Business Plan that Will Bring Your Ideas to Fruition and Guide Your Future
- Ready for the Fast Lane: Taking Your Business to the Next Level

*Workshops subject to change

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 & Tradeshow: 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
19th Annual
ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE
FRIDAY, JUNE 2, 2017

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

<table>
<thead>
<tr>
<th>For-profit</th>
<th>Before May 20</th>
<th>$500</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>After May 20</td>
<td>$600</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>Before May 20</td>
<td>$400</td>
</tr>
<tr>
<td></td>
<td>After May 20</td>
<td>$500</td>
</tr>
</tbody>
</table>

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 ______________________________

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Name ______________________________
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Showcase your products and services
Highlight your expertise
Reach more than 400 entrepreneurs

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Some past exhibitors of the EGNC include:
- Allied Office Products
- American Entrepreneur Radio
- Buchanan Ingersoll & Rooney
- CEO Forum of Pittsburgh
- Coastal Displays
- Comcast
- Data Minds with Data Robotics
- Dennis Piper & Associates
- Diskrite, Inc.
- Ditto Documentation
- Dollar Bank
- Duquesne Light
- Enterprise Bank
- Exhibiry LLC
- Highmark Blue Cross Blue Shield
- Horovitz Rudy & Roteman
- Innovation Works
- Integrated Quality Systems
- Lamar Outdoor Advertising
- Management Science
- Microsoft
- Multiscope
- Nauticom
- Peak Performance
- Pittsburgh Business Times
- Pittsburgh Regional Alliance
- Pittsburgh Technology Council
- PNC Bank
- Risk Management Resources
- Smart Business Network
- SMC Business Councils
- University of Pittsburgh Office of Technology Management
- UPMC
- Wilke & Associates

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.

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Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community and Economic Development; through a cooperative agreement with the U.S. Small Business Administration; and through support from Duquesne University. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Special arrangements for persons with disabilities can be made by calling 412.396.1633 at least 2 weeks in advance. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. SBDC services are not available to individuals or entities that have been debarred or suspended by the federal government. By agreeing to receive assistance from the SBDC, you are self-certifying that you are not currently federally debarred or suspended and also agree to cease using SBDC services if you become federally debarred or suspended in the future.