

# Inventors COUNCIL

OF MID-MICHIGAN

PO Box 311, Flushing, Michigan 48433

Web Site: [INVENTORSCOUNCIL.ORG](http://INVENTORSCOUNCIL.ORG)

The Inventors Council is an independent, non-profit 501 C-3 corporation formed to help inventors pursue their dreams of bringing new and innovative products to market. Our goal is to help fellow inventors succeed in the most efficient and least costly manner possible by providing education and business networking.

Founded by Robert (Bob) Ross in 1995

We meet monthly at Walli's Restaurant, 1341 South Center Road Burton, Michigan. Just Two blocks south of I-69, Exit 139

VOLUME SEVENTEEN

NEXT MEETING THURSDAY, June 13, 2013, 7:00PM

NUMBER SIX

## Thursday May 9, 2013 Meeting

The meeting will take place at 7:00 pm in the upstairs of Walli's Restaurant in Burton Michigan.

Our Speaker for February is Ryan Grepper, Product Developer at Large.

His web site is [www.inventorsblueprint.com](http://www.inventorsblueprint.com)

Ryan is out of Portland Oregon and will have a lot of interesting items to discuss with us. You are strongly urged to go to Ryan's website and watch his free training material then be ready to ask some questions at the meeting.

See you all at the meeting. Meeting will start at 7:00pm Thursday June 13, 2013

## Thursday April 11, 2013 Meeting

Our speaker was Nathan Bindschatel of NBNC Enterprises, an Internet Sales Company that uses Amazon to sell thousands of books and assorted items from his Michigan home.

Nathan shared his extensive Amazon experience to with our inventors how he researches, lists, and sell things on his site. He has developed some great processes that allows him to operate a full time business from home.

**If you or anyone you know wants to sell their books, contact Nathan at (810) 358-8334**

Nathan did a great job of presenting the material. Thanks for a great job Nathan.

Patent!!!! Patent!!!! Patent!!!! Patent!!!! Patent!!!!  
 No!!!!!!!!!!!! No!!!!!!!!!!!! No!!!!!!!!!!!! No!!!!!!!!!!!! No!!!!!!!!!!!!  
 Product!!!! Product!!!! Product!!!! Product!!!! Product!!!!  
 Yes!!!! Yes!!!! Yes!!!! Yes!!!! Yes!!!! Yes!!!!

I am not against patents, but I am against fretting so much over a patent to protect your product idea, that you never actually create the product. A patent is not the first thing I do. I do the design and engineering first and take it all the way to a working mock-up before I do all the market research, price point, cash flow analysis, funding plans, etc. before I will worry about a patent. And when I am convinced I can make the invention into a profitable product, I file an application for a provisional patent with the USPTO online, but that gives you 12 months to turn it into a full patent application. You are now protected the best you can, now go to work and produce and sell your product (invention)

I get so frustrated watching inventors who have an idea for a product, but not move forward to creating the product and move on to market the product. Some inventors have some very good product (or solutions to problems) ideas but for some reason will not develop the idea into a actual product that people can use.

Why??? Let's talk about some reasons I hear all the time.

**"I am afraid someone will steal my idea if I make a mock-up or prototype, or talk about my product idea before I have a patent."**

No one is going to steal an unsuccessful or non developed idea. People are too lazy to work on making the idea (invention) work. They only steal or copy a successful product not an idea which can't be produced or patented anyway. Stop worrying about a patent and work on the research, design, engineering, manufacturing, marketing, and other things that will make you money, not cost you money.

Be a happy inventor and have fun creating your invention. (continued on page 2)

ICMM Regular Meeting Agenda will follow our speaker at 8:00 pm Cubicle Cop —"ICCM Invention 2011" This is our invention project and we are at the packaging stage. We are refining some issues and will continue to work on the product development of the "Cubicle Cop" in 2013 and continue to train our inventors how to invent and take the product to market.

ICMM  
Home of the Happy Inventors



## MARKETING

Hints from the Fog  
by Mike Ball, President



(continues from page 1)

### **“I can’t afford to make my invention.”**

Do you mean you can’t afford the time, the effort, the research, the thinking, or just money. You can’t afford not to make an effort if you really want to create the invention. A dreamer sits back and projects success, but never actually gets out of his or her chair and actually does anything that requires effort. That is why you hear, “that was my idea and someone else stole it”. They worked on the idea, not dreamed about it. If you want to really make your invention successful, get out of your chair and go to work. Network with fellow inventors for ideas how to do some of the tasks. What do you have to lose? Nothing. I have worked on many “failed ideas” that I considered, some at the research stage, some at the design stage, some at the cash flow analysis stage, some at the mock-up stage, but all at a stage there was very small cost before I actually tried to take the product to market.

My rule of thumb is an investment of \$300 or less to get my invention to the mock-up stage. This includes all my thinking, research, sketches, design, engineering drawings (in CAD), and producing a working physical mock-up. I will do most of the work and will build a rapid prototype (like 3-D printing) or machined product which I will use Mott or machinists I know. They will build it to my drawings and I will not ask them to design it, just build it. This will reduce my costs significantly because I do all the thinking and rough work and only use professionals when needed.

We have so many resources available today so talk with fellow inventors (not dreamers) for ideas of how or where to have parts made. This is the cheapest method and you will be able to hit the \$300 target on 90% of the invention ideas I have seen.

### **“I don’t want to manufacturer and sell my invention, I just want to have someone else take my idea and pay me a royalty on it.”**

If you think this way, you are the perfect person to use the invention companies that advertise on TV and in print. Give you us your invention ideas and we will do it all and you will get rich. The only ones to get rich are the scam invention companies. Usually for \$800 to \$20,000 before you get tired of feeding the “promise machine”. They will tell you what you want to hear until you stop paying them. Don’t fall for the promise line they give you, do you own thinking and research and save yourself a ton or money and grief.

### **“I just want to license my product to a manufacturer and receive a royalty and not produce it myself”**

Okay. This is different from giving your idea to an invention scam company. You need to have you product fully designed, engineered, researched, etc. and ready to produce to make this work for you usually. It is best if you have sold a few of your inventions on-line or at shows or flea markets. Somewhere which you can show customers are willing to pay for your product (solution to a problem). This is a big step and it tells your manufacturer or sales company that you do have a real product that people want and are willing to pay for.

The typical royalty on a product is somewhere around 2% to 5% depending on how well you negotiate. You need to very careful at this point to make sure you are dealing with reputable people. Use a lawyer to protect yourself. This is a viable solution but it is fraught with risk.

There are many ways to make your invention successful, but sitting in a chair with a cold drink and dreaming is not one of them.

Network with the inventors in the club and have fun together and make it happen.

## Invention Review Panel

For objective evaluation and priceless feedback, share your invention ideas with an educated group of inventors, business owners, engineers and authors!

Our Panel will sign a non-disclosure agreement to guarantee your ideas are kept secret while we provide you with the input needed to make decisions, no matter what stage of the invention process you’re at!

There’s a \$25.00 Donation for a Review. The Panel meets at 6:15pm before each meeting. Call Panel Chairman Rick Mason at 810-659-7935 for an appointment.

Review Panel Members  
Marty Sovis Rick Mason  
Jim White

**Bob Ross 1919 - 2004**  
*Inventors Education Column*

## *Inventors Resources*

**Michigan Inventors Clubs**  
**Inventors Council of Mid-Michigan**  
[Inventorscouncil.org](http://Inventorscouncil.org)

**Muskegon Inventors Network**  
[Muskegoninventorsnetwork.org](http://Muskegoninventorsnetwork.org)

**Grand Rapids Inventors Network**  
[GRinventorsnetwork.org](http://GRinventorsnetwork.org)

**Jackson Inventors Network**  
[Jacksoninventors.org](http://Jacksoninventors.org)

**MidMichigan Innovation Center**  
[ww.mmic.us](http://ww.mmic.us)

### Officers and Directors

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**Home of the Happy Inventors**

# Links for ICMM Inventors to Review to find networking opportunities

## Event sponsors include:

Bank of Ann Arbor  
Brinks, Hofer, Gilson & Lione  
Lansing Economic Area Partnership  
MSU Innovation Center  
MSU Federal Credit Union  
MSU Bioeconomy Institute  
MSU Eli Broad College of Business  
Institute for Entrepreneurship  
Rehmann  
THAW/Consumer's Energy

## Don't miss out on an opportunity to:

[Pitch at the BOOST – two spots left](#)  
[Be included in the Investor Review Book](#)  
[Golf with investors and peers](#)  
[Attend excellent breakout sessions](#)  
[Exhibit your company](#)  
[Meet with Experts at Consultants' Corridor](#)

Join GLEQ and a statewide community of entrepreneurs, investors, educators and service providers at this annual gathering in the center of the state. The day kicking off with an investor golf scramble. There will also be breakout sessions including a live BOOST pitch event, Q&A sessions for raising capital, impact investing, and the Entrepreneur Operating System, plus a resource round robin on statewide opportunities. The evening event features the presentation of over \$300,000 in awards to Michigan entrepreneurs including, the SmartZone Award, GLEQ Emerging Company and New Business Idea Awards, the first Pure Michigan Social Entrepreneurship Challenge Awards and the Community Ventures Prize. You won't want to miss this event.

**Tuesday, June 18, 1-8:30 p.m.**

Henry Executive Center, 3535 Forest Road, Lansing.

<http://www.EntrepreneurConnectMI.org>

**Michigan Bioscience Technologies Entrepreneurial Boot Camp.** These boot camps focus on Medical Tech and Biopharma Development and are an MEDC funded entrepreneurial support services program. These boot camps are meant for academic faculty, fellows, students, company executives and personnel, bioscience suppliers/manufacturers and other related professionals who want to gain a better understanding of R&D processes and learn how to commercialize technologies and therapies.

**Monday and Tuesday, June 17 & 18 – Medical Technologies Development**

**Thursday and Friday, June 20 & 21 – Biopharma Drug Development**

Application Deadline is May 31

<http://www.MichBio.org/EmergingBizSolutionsBootCamps>

**Entrepreneur Connect.** Entrepreneurs, investors, educators, mentors and support professionals - mark your calendars today. Join us as we celebrate the growth and success of Michigan's Entrepreneur Ecosystem and acknowledge GLEQ Spring 2013 and the Pure Michigan Social Entrepreneurship Challenge award winners. *Entrepreneur Connect* is a collaborative fun-filled event showcasing the energy and direction of entrepreneurship in Michigan. Don't miss this opportunity for competition, education, networking, and mentoring. Join forces with ecosystem participants statewide working to advance innovation and entrepreneurship in Michigan!

**Tuesday, June 18, 1-8:15 p.m.**

James B. Henry Center for Executive Development, 3535 Forest Road, Lansing.

<http://www.EntrepreneurConnectMI.org>

**Innovations in Life Sciences & Technology in Improving Food Protection.** This symposium, brought to you by MichBio and the Global Food Protection Institute, will explore novel technologies in-development and commercially available for their benefits and application for a safer global food supply.

**Wednesday, June 19, 8:30 a.m.-5 p.m.**

The Fetzer Center, Western Michigan University, 1903 W. Michigan Ave., Kalamazoo

<https://www.eiseverywhere.com/ehome/61126/113552/>

**FinnFest USA 2013 Technology & Bioenergy Forum.** Network with business and government leaders, identify opportunities for developing business in Finland and attend presentations, tours and breakout sessions that could greatly benefit your Bioenergy company. Save the dates on your calendar now.

**Wednesday and Thursday, June 19 and 20.**

Michigan Tech University, Memorial Union Building, Houghton

<http://www.FinnFestUSA.org>

**SBAM Annual Meeting & Networking Luncheon.** Join SBAM in Lansing on June 20th for a fantastic program featuring a panel of speakers sharing their stories of entrepreneurial risk, reward and success. Keynote presentations by Greg Schwartz, UpTo; Melanie Bergeron, Two Men & A Truck; Pam Turkin, Just Baked.

**Thursday, June 20, 11:30 a.m.-1:30 p.m.**

Lansing Center, Michigan Ave., Lansing

<https://www.sbam.org/Portals/0/docs/Registration%20Form%202013.pdf>

**Michigan Small Business & Technology Development Center (MISBTDC).** The MI-SBTDC offers a comprehensive selection of trainings and workshops statewide for Entrepreneurs – almost 100 each month. The topics are geared to those just starting their first business and also those experienced entrepreneurs looking for ways to improve and enhance their success. Topics include: Writing a Business Plan, Business Accounting and Budgeting, Business Start-up, Cash Flow Management, E-Commerce, Finance, Government Contracting, Venture Plan Workshops (an excellent way to get the support you need over a 6 to 10 week program), Managing a Business, Managing Employees, Marketing and Sales, Taxes, and Technology. **The GLEQ calendar will highlight select events offered, but many more are available.**

**June 1-31**

<http://www.misbtcd.net>

**14th Annual Automation Alley Golf Outing.** The Automation Alley Annual Golf Outing promises a great day of golf and networking. This is an excellent opportunity to have fun on the course while connecting with other Automation Alley members.

**Monday, June 10, check-in starts at 8 a.m.**

Twin Lakes Golf Club, 455 Twin Lakes Drive, Oakland Township

<http://www.automationalley.com>

**Open Office Hour – Chat with Charlie @ TechTown.** Are you an entrepreneur working on a technology-based or -enabled business? Do you want to get an expert's opinion on your big idea, or are you seeking direction on how to secure funding, line up resources, make connections or more? Charlie Moret (<http://www.linkedin.com/pub/charlie-moret/4/5a3/352>) wants to help.

**Tuesday, June 11, 9 a.m.-noon**

TechTown, 440 Burroughs St., Detroit

<http://techtowndetroit.org/>

**Motor City Connect Live – Troy Brown Bag.** Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. Instead of going to a restaurant, we will visit the office of an MCC member. Ideally, the Troy meeting will rotate. For now, MCC is grateful that the good folks of Prudential have offered to host this month. You will be responsible for your own lunch.

**Tuesday, June 11, 11:30 a.m.-1 p.m.**

Columbia Center Prudential Office, 101 W. Big Beaver, Troy

<http://motorcityconnect.groupsite.com>

**Amplify Your Professional Success with Social Media.** Now is the time to use social media to amplify your professional success! Be sure you know how to connect and stay relevant - whether you're looking to increase your visibility within your own organization or industry, or desire to get in front of potential clients. After leaving, you will know how to set yourself up for success, use social media to boost networking and create content to raise your visibility and relevancy.

**Tuesday, June 11, 8-9:30 a.m.**

The PNC Center, 755 W. Big Beaver, 25th Floor, Troy

<http://www.inforummichigan.org>

**Venture Plan 10 Week Series.** Venture Plan is an intensive 10-week program that helps evaluate business opportunities and develop an action plan for owning or growing a business. This program offers essential business information to help develop entrepreneurial skills and build your business on a strong foundation or help to prepare for expansion. The program utilizes text and online training materials from a nationally recognized program proven through use with thousands of businesses.

**Tuesdays, June 11-August 20, 6-9 p.m.**

Oakland County Business Center, 2100 Pontiac Lake Road, Bldg. 41 W., Waterford

<https://www.misbtcd.net/events.aspx>

**SBIR/STTR 101 and Proposal Prep for USDA.** This program gives you the option of attending a morning SBIR/STTR introduction, an afternoon workshop in proposal preparation for the US. Dept. of Agriculture — or both!

**Wednesday, June 12, 9 a.m.-4 p.m.**

12220 Fillmore St., West Olive

<http://www.bbcetc.com/training/>

**LA2M – How to Develop a Brand that Matters.** This LA2M luncheon featuring Hajj Flemings of Brand Camp University, gets you in and out on time and exposure to a group of people who care and know about marketing all kinds of businesses.

**Wednesday, June 12 – 11:45 a.m.-1 p.m.**

Conor O'Neills, 318 South Main St., Ann Arbor

<http://www.la2m.org>

**CEED Microloan Orientation.** Many small businesses face obstacles when trying to obtain a business loan. The recognition of the serious need for working capital for existing businesses, start-up or expansion, equipment purchases, and job creation is not the priority it once was. If you have a need for alternative financing consider the MicroLoan Program. Discover the requirements and process necessary to apply and obtain a microloan.

**Wednesday, June 12, 9-11 a.m.**  
Oakland County SBTDC, 2100 Pontiac Lake Road, Bldg. 41 W., Waterford  
<https://www.misbtcd.net/events.aspx>

**How to Buy or Sell a Business.** This workshop will cover how to set a value for your business and preparing to sell, as well as conducting due diligence and financing your purchase when you're looking to buy. A panel of experts will lead the first part of the workshop, followed by breakout sessions for both sellers and buyers so you can examine your area of interest in more detail. Hosted by the Michigan Small Business & Technology Development Center (MI-SBTDC).

**Thursday, June 13, 8 a.m.-noon**  
GVSU Cook-DeVos Center for Health Sciences, Room 119, 301 Michigan St. NE, Grand Rapids  
<https://www.misbtcd.net/workshop.aspx?ekey=70330042>

**Team SBA – Financing Roundtable.** If you are serious about seeking financing for your business, you owe it to yourself to attend a Financing Roundtable presented by TEAM SBA. TEAM SBA consists of a preferred SBA lender, a business consultant, SBA economic development staff, and business owners like you. We'll debunk the myths and demystify the process of bank financing - in plain English. You will learn how your loan application will be analyzed, what underwriting criteria is used, and how banking regulations affect the decision. We will answer your questions based upon your business model.

**Thursday, June 13, 9:30 a.m.-12:30 p.m.**  
SBTDC Great Lakes Bay Office, 1961 Delta Road, University Center  
<https://www.misbtcd.net/events.aspx>

**Inventors' Council of Mid-Michigan Monthly Meeting.** This monthly meeting to help inventors pursue their dreams of bringing new and innovative products to market includes networking time, guest speaker and time for members to showcase new products. Everyone is welcome.

**Thursday, June 13, 7-9 p.m.**  
Walli's, 1341 S. Center Road, Burton  
<http://www.inventorscouncil.org/>

**Business Law & Order – Privacy.** Starting a new business is complicated: there are many t's to cross and i's to dot. The Business Law & Order Legal Series will give entrepreneurs insight into some of the most important legal issues they must consider during business formation. Some of these issues include: proper business structure, intellectual property protection, founders and key employee compensation, considerations regarding employees versus independent contractors, doing business overseas and commercial agreements.

**Monday, June 17, 5-7 p.m.**  
SPARK Central, 330 E. Liberty, Lower Level, Ann Arbor  
<http://www.annarborusa.org/events>

**Entrepreneur Connect.** Entrepreneurs, investors, educators, mentors and support professionals - mark your calendars today. Join us as we celebrate the growth and success of Michigan's Entrepreneur Ecosystem and acknowledge GLEQ Spring 2013 and the Pure Michigan Social Entrepreneurship Challenge award winners. *Entrepreneur Connect* is a collaborative fun-filled event showcasing the energy and direction of entrepreneurship in Michigan. Don't miss this opportunity for competition, education, networking, and mentoring. Join forces with ecosystem participants statewide working to advance innovation and entrepreneurship in Michigan!

**Tuesday, June 18, 4-8:15 p.m.**  
James B. Henry Center for Executive Development, 3535 Forest Road, Lansing.  
<http://www.EntrepreneurConnectMI.org>

**A2New Tech Meetup.** Five presenters this month take the stage for ten minutes each, five minutes to demo and five minutes to answer questions, followed by open announcements and community networking.

**Tuesday, June 18, 6:30-8 p.m.**  
Law School, Smith Hall, Room 1225, 701 S. State St., Ann Arbor  
<http://www.a2newtech.org/>

**Marketing Roundtable – Content (Not Elivs) is King.** The Marketing Roundtable is a monthly series featuring regional talent who will discuss practical and cost-effective innovation marketing. Program topics range from brand strategy to social media, and from financial accountability to guerrilla marketing. This month's speaker is Chris Kochmanski of DesignHub, Inc.

**Tuesday, June 18, 5-7 p.m.**  
SPARK Central, 330 E. Liberty, Lower Level, Ann Arbor  
<http://www.annarborusa.org/events>

**Innovator Spotlight – Barb Muessig.** The Innovator Spotlight is a one-hour educational gathering in which an industry authority will speak on a technology-related topic. Attendees will be exposed to the expert's experiences, successes and failures and how to replicate successes or avoid pitfalls. This is an interactive event where questions will be answered and attendees have the opportunity to network with forward-thinking, experienced entrepreneurs.

**Tuesday, June 18, noon-1 p.m.**  
Mid-Michigan Innovation Center, 2007 Austin St., Midland  
<http://www.mmic.us/events>

**Motor City Connect - 275.** Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

**Tuesday, June 18, 11:30 a.m.-1 p.m.**  
Brann's Steakhouse, 39715 Six Mile Road, Northville  
<http://motorcityconnect.groupsie.com>

**SBAM Annual Meeting & Networking Luncheon.** Join SBAM in Lansing on June 20th for a fantastic program featuring a panel of speakers sharing their stories of entrepreneurial risk, reward and success. Keynote presentations by Greg Schwartz, UpTo; Melanie Bergeron, Two Men & A Truck; Pam Turkin, Just Baked.

**Thursday, June 20, 11:30 a.m.-1:30 p.m.**  
Lansing Center, Michigan Ave., Lansing  
<https://www.sbam.org/Portals/0/docs/Registration%20Form%202013.pdf>

**Team SBA – Financing Roundtable.** If you are serious about seeking financing for your business, you owe it to yourself to attend a Financing Roundtable presented by TEAM SBA. TEAM SBA consists of a preferred SBA lender, a business consultant, SBA economic development staff, and business owners like you. We'll debunk the myths and demystify the process of bank financing - in plain English. You will learn

**From Lab Bench to Plant – Elements of Chemical Process Scale-Up.** The MSU Bioeconomy Institute will host a week-long, hands-on, chemical process scale-up workshop for interested students, educators in Science, Technology, Engineering or Mathematics (STEM) disciplines, and high technology entrepreneurs and economic development professionals. The workshop is intended to familiarize individuals with the transitional issues encountered in moving chemical process from the laboratory bench to the chemical plant.

**Monday through Friday, May 6-10, 8 a.m.-5 p.m.**

Bioeconomy Institute, 242 Howard, Holland

<http://bioeconinst.msu.edu/lab2plant>

**EISEM Entrepreneur's Forum.** A fine-tuned elevator pitch can open the door to funding and key partnerships for entrepreneurs. Perfecting that pitch takes practice - and often some advice from experts and other experienced entrepreneurs. Watch up-and-coming entrepreneurs present their business plans, and then join in the discussion at the Entrepreneurial Initiative of Southeast Michigan (EISEM) Entrepreneur's Forum.

**Tuesday, May 7, 8-11:30 a.m.**

Automation Alley, 2675 Bellingham, Troy

[http://www.automationalley.com/a2\\_nws\\_eventcal?m=5&y=2013](http://www.automationalley.com/a2_nws_eventcal?m=5&y=2013)

**Capital Raise Meetup.** If you are a startup or early-stage growth-based business looking for funding, come meet and listen to capital expert, Mike Brennan, Business Commercialization and Capital Investment Advisor for the Macomb-OU INCubator. He will detail the various capital sources in Michigan, and talk about how to properly position your company to be qualified for private funding, including private equity, the angel network and venture capital, and/or public funding, including grants, pre-seed, micro-loans and venture match.

**Tuesday, May 7, 9:30-11 a.m.**

Macomb-OU INCubator at Velocity, 6633 Eighteen Mile Road, Sterling Heights

[MaciNC@Oakland.edu](mailto:MaciNC@Oakland.edu)

**Submitting to the DOD? Learn to Talk Their Talk!** This webinar will provide a brief look at how SBIR/STTR projects fit into the DoD's procurement process, and how you can "speak their language" to improve your chances of winning Phase I and Phase II contract awards.

**Tuesday, May 7, 1-2 p.m.**

WEBINAR

<http://www.bbcetc.com/training/>

**Class @ Start Garden: The Balance Breakthrough Model – Testing Desirability, Feasibility, and viability.** Just getting started? Learn the basics of Business Model Generation, Customer Development, Human Centered Design, marketing Communications, Finance/Law and much more.

**Tuesday, May 7, 11:30 a.m.-1 p.m.**

Start Garden, 50 Louis Ave., 1st floor, Grand Rapids

[www.StartGarden.com](http://www.StartGarden.com)

**An Evening with Greg Lucier – A MichBio Signature Event.** MichBio's *Signature* Events are a brand-new offering that provides bioscience professionals an opportunity to engage with both their peers and distinguished industry-related guests – outside of a formal conference program. Designed to be more celebration than education, our inaugural event will feature a reception, followed by dinner and a presentation by our featured guest.

**Tuesday, May 7, 5-8 p.m.**

U-M North Campus Research Complex, Building 18, 2800 Plymouth Road, Ann Arbor

<http://michbio.org/displaycommon.cfm?an=1&subarticlenbr=316>

**Motor City Connect Live – Novi.** Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

**Tuesday, May 7, 11:30 a.m.-1 p.m.**

BD's Mongolian BBQ, 43155 Main Street, Novi

<http://motorcityconnect.groupsie.com>

**Your Next Career – Start a Tech Venture.** This informational event will provide an overview of the ACTIVATE class as well as related program materials. The ACTIVATE Class of 2013 will be held in September 2013 - July 2014 at co-locations in southeast and west Michigan. ACTIVATE is a proven technology that guides women through idea generation and commercial validation to launch growth oriented businesses. The program is focused on women who have an idea or technology to commercialize, already have an early start up and those with solid career experience and transferrable skills to unleash their entrepreneurial spirit.

**Wednesday, May 8, 1-2 p.m.**

Automation Alley, 2675 Bellingham Drive, Troy

<https://www.inforummichigan.org/calendar/2013-05>

**CEED Microloan Orientation.** Many small businesses face obstacles when trying to obtain a business loan. The recognition of the serious need for working capital for existing businesses, start-up or expansion, equipment purchases, and job creation is not the priority it once was. If you have a need for alternative financing consider the MicroLoan Program. Discover the requirements and process necessary to apply and obtain a microloan.

**Wednesday, May 8, 9-11 a.m.**

Oakland County Executive Office Building, 250 Elizabeth Lake Road, Waterford

<https://www.misbtcd.net/events.aspx>

**Open Office Hours – Chat with Charlie.** Are you an entrepreneur working on a technology-based or -enabled business? Do you want to get an expert's opinion on your big idea, or are you seeking direction on how to secure funding, line up resources, make connections or more? [Charlie Moret](#) wants to help. Haven't met Charlie? He's TechTown's managing director of technology-based entrepreneurship, a veteran of the technology innovation and entrepreneurial space, and is opening his office door twice a month to discuss your business questions.

**Thursday, May 9, 9 a.m.-noon**

TechTown, 440 Burroughs Street, Detroit

<http://chatwithcharlie0509-eorg.eventbrite.com/>

**SBIR/STTR Proposal Preparation for the Dept. of Defense.** This Dept. of Defense-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DoD, including both technical and commercialization plans, and navigating the often complicated submission process.

**Thursday, May 9, 9 a.m.-3 p.m.**

Automation Alley, 2675 Bellingham Drive, Troy

<http://www.bbcetc.com/training/>

**SBIR/STTR Proposal Writing Tips for NSF.** This National Science Foundation-focused webinar provides instruction and tips on preparing a proposal to meet the requirements of the NSF. The webinar will also include an update on recent changes in the program resulting from reauthorization.

**Thursday, May 9, 1-2 p.m.**

**2013 Annual Conference.** (CORRECTED) Join the Michigan Business Incubator Association in their annual meeting for networking, high-profile keynote speakers from various industries across Michigan, round table discussions exploring capital creation, incubators and entrepreneurs culture, innovation training sessions and an award ceremony celebrating the incubators and incubator clients.

**Wednesday and Thursday, May 15 6-8 p.m -16 8:30 a.m.-4 p.m.**

The Atheneum Hotel, 1000 Brush Avenue, Detroit

<http://www.michiganincubation.org>

**How to Prepare a Budget for SBIR/STTR Proposals.** This session will walk through the development of a project budget. Items covered will include: what costs need to be included, how to write a budget justification, can the company afford to pursue this project, what indirect rate should be used and more.

**Thursday, May 16, 1-2 p.m.**

WEBINAR

<http://www.bbcetc.com/training/>

**Essentials of Commercialization.** Learn the basics of how to develop an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and developing financial plans and business models.

**Thursday, May 16, 1-3 p.m.**

TechTown, 440 Burroughs Street, Detroit

<http://www.bbcetc.com/training/>

**New Enterprise Forum – The Pricing Puzzle.** One big question every entrepreneur must face is how much to charge for products and services. What are the major considerations in establishing pricing? What are some common mistakes you should look out for? What resources are available to help inform your decision? Join NEF to hear some expert insights in the Pricing Puzzle and hear this month's showcase presenter prepared by work with their NEF Program Coaching Team.

**Thursday, May 16, 5-8 p.m.**

Holiday Inn North Campus, 3600 Plymouth Road, Ann Arbor.

<http://www.newenterpriseforum.org/>

**Innovator Spotlight – Brad Ellison.** The Innovator Spotlight is a one hour educational gathering in which an industry authority will speak on a technology-related topic. Attendees will be exposed to the expert's experiences, successes and failures and how to replicate successes or avoid pitfalls. This is an interactive event where questions will be answered and attendees have the opportunity to network with forward-thinking, experienced entrepreneurs.

**Tuesday, May 21, 11:30 a.m.-1 p.m.**

MidMichigan Innovation Center, 2007 Austin St., Midland

<http://www.mmic.us/events/view/9>

**Motor City Connect - 275.** Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, ~~meet new people, seek to~~ understand their needs and connect on a new level.

**Wednesday, May 21, 11:30 a.m.-1 p.m.**

Brann's Steakhouse, 39715 Six Mile Road, Northville

<http://motorcityconnect.groupsie.com>

**Bookkeeping 411.** A well-designed and efficiently used bookkeeping system is the foundation of accurate financial reporting and taxation compliance. This session is designed specifically for entrepreneurs who find they need help creating and using a bookkeeping system. Among topics to be covered: choosing manual over automated, creating customized charts of accounts, maintaining appropriate physical/electronic records, and more.

**Wednesday, May 22, 8:30-10 a.m.**

Macomb OU-INCubator at Velocity, 6633 Eighteen Mile Road, Sterling Heights

[MacINC@oakland.edu](mailto:MacINC@oakland.edu)

**Preparing a State Proposal 4.0.** PTAC Government Contracting Certification - Five Steps to Success What do you need to take part in the more than \$500 million in government contracts purchased by the government each year? The Procurement and Technical Assistance Center (PTAC) of the Genesee Regional Chamber of Commerce can provide a certified training designed to provide the tools necessary to pursue local, state or federal government contracting. Part 4 of a 5 part series.

**Wednesday, May 22, 1:30-2:30 p.m.**

WEBINAR

[http://www.automationalley.com/a2\\_nws\\_eventinfo?id=a08600000JFKKyAAP](http://www.automationalley.com/a2_nws_eventinfo?id=a08600000JFKKyAAP)

**Foreign Trade Zone No. 275 – Seminar.** Join Port Lansing at one of four mid-Michigan stops to learn how your company can tap into Port Lansing's FTZ No.

275. Experts from Hellmann Worldwide Logistics will provide an overview of the program, real world examples and answer your questions on how to make the FTZ program work for you.

**Wednesday, May 22, noon-3 p.m.**

Cascade Manor House, Fireplace Room, 1970 Kibby Rd., Jackson

<http://www.portlansing.com/ftz>

**The ABC's of SBIR/STTR Funding.** Is your technology company eligible for non-dilutive federal funding through the government's SBIR/STTR program? Join BBCetc for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development and tools to help begin the process.

**Wednesday, May 22, 1-2 p.m.**

WEBINAR

<http://www.bbcetc.com/training/>

**TED Talk.** On the second and fourth Thursday of each month from September through May staff, members, and people from the community gather to observe and then discuss video clips from Ted.com. The conversation that results is inspiring, enlightening and meant to encourage community building. Coffee and snacks are provided. Bring a friend or two to get them thinking and talking.

**Thursday, May 23, 8:30-10 a.m.**

MidMichigan Innovation Center, 2007 Austin St., Midland

<http://www.mmic.us/events/view/10>

**BP 102: Business Startup – Marketing and Social Media.** Once you have a business concept and legal entity you need to set up your marketing program. Customers don't just walk in the door. They do not automatically gravitate to your product or service. SCORE/Detroit Chapter workshops shows you how to set up an effective marketing program. They use the FOUR C's as a discussion guide to develop a strong program - Company, Capabilities, Customers and Competitors and finish the workshop with a primer on the internet and social media.

**Thursday, May 23, 8:45 a.m.-noon**

Michigan First Credit Union, 27000 Evergreen Road, Lathrup Village

<http://detroit.score.org/localworkshops>

**Doing Business in Indonesia and Singapore.** Is your company looking to boost its global competitiveness and expand into Southeast Asia's most dynamic markets? Join Automation Alley's conference on Doing Business in Indonesia and Singapore, two of the world's leading nations with a high demand for Michigan-made products, services and technologies. This session is a must-attend event for companies looking to expand their markets overseas and, as a next step, also learn about Automation Alley's Trade Mission to Indonesia and Singapore.

**Thursday, May 23, 8-11:30 a.m.**

Automation Alley, 2675 Bellingham, Troy

[http://www.automationalley.com/a2\\_news\\_eventcal?m=5&y=2013](http://www.automationalley.com/a2_news_eventcal?m=5&y=2013)

**SMTA Michigan Expo and Tech Forum.** The Surface Mount Technology Association Michigan Chapter invites you to network with your industry peers and learn from our technical presenters on topics including SMT and Lead-Free Assembly, Low Volume and High Mix Electronic Manufacturing and more!

**Thursday, May 23, 10 a.m.-3 p.m.**

Livonia Embassy Suites Ballroom, 19525 Victory Parkway, Livonia

[www.smta.org/expos/#michigan](http://www.smta.org/expos/#michigan)

**Motor City Connect – Royal Oak.** Join the business professionals of Motor City Connect for an effective and fun alternative to the traditional networking meeting. This is a chance for everyone to come face-to-face with other MCC members. MCC Live lunches are relaxed, casual and usually good for a few laughs. It's never a something you have to attend; it's an event you want to attend. No sixty-second commercials. No ten-minute speakers. This is just a chance to break bread together, meet new people, seek to understand their needs and connect on a new level.

**Tuesday, May 28, 11:30 a.m.-1 p.m.**

Tequilla Blue, 526 Main, Royal Oak

<http://motorcityconnect.groupsie.com>

**NewME Detroit Popup.** NewME Accelerator, a nationally recognized Startup Accelerator for minorities and women based in San Francisco, hits the road! **NewME will launch an intensive version of the critically acclaimed program in Detroit at TechTown.** Local entrepreneurs will get a taste of what it's like to participate in the 12-week program in just 3 nights right in their backyard. Participants will get critical advice, hands-on classes, and even a Demo Day that includes pitching to top investors, in addition to a \$45,000 service prize pack. Advanced registration required.

Wednesday, Thursday and Friday, May 29, 10 a.m.-7:30 p.m., May 30, 10 a.m.-7:30 p.m., **May 31, 10 a.m.-9 p.m.**

TechTown, 440 Burroughs Street, Detroit

<http://techtowndetroit.org/>