

## 2008 CLASS VI SCHEDULE OF EVENTS - *Tentative*

1. **CLASS V GRADUATION AND CLASS VI KICK-OFF** **Nov. 19**  
*TEN members & Strategic Partners* *Location: TBD*
2. **ENTREPRENEURSHIP BOOT CAMP** (2 Day Event) **Nov. 20-21**  
*TEN members Only* *Location: TBD*  
 Hands-on interactive session providing tools and training on business planning, leadership, investor presentations and financing
3. **BUILDING FINANCIAL MODELS/NEGOTIATING TERM SHEETS** **Dec. 11**  
*TEN members Only* *Location: TBD*  
 Critical areas of financial models discussed including financing alternatives, stock award plans, licensing, and their impact on company capitalization tables. An in-depth review of term sheets provided from the investor and entrepreneur perspective, including the potential impact of key terms to the company and management team.
4. **TEN HOLIDAY NETWORKING EVENT - Rochester American Hockey Night** **Dec. ?**  
*TEN members, families & Strategic Partners* *Location: TBD*
5. **INVESTOR PRESENTATION WORKSHOP** (2 Day Event) **Jan. 23, 30**  
*TEN members Only* *Location: TBD*  
 One day of hands-on support and coaching on presentations for investors and traditional funding sources provided, followed by half-day of individual company presentations and feedback from a panel of experts.
6. **TEN WINTER NETWORKING EVENT** **Feb. 10**  
*TEN members & Strategic Partners* *Location: TBD*  
 Peer-to-Peer Networking Event. Excellent opportunity to network with all past participants in the TEN program, strategic partners, and sponsors. In addition, TEN Class VII applications being accepted. Please direct colleagues whom you think might benefit from the program to TEN website.
7. **SALES EFFECTIVENESS BOOT CAMP** (2 Day Event) **Mar. 12-13**  
*TEN members only* *Location: TBD*  
 Interactive session focused on sales models and planning techniques, on-lin sales tools, key hiring tactics and strategies for winning the complex sale.
8. **LEADERSHIP WORKSHOP** **April 2**  
*TEN members only* *Location: TBD*  
 MRI's interactive session focuses on achieving business results through people. Advanced leadership skills are developed and new perspectives gained. The Leadership Rising practice raises the performance of leaders and their organizations through three performance drivers and nine principles.
9. **TEN CLASS VI GRADUATION AND CLASS VII KICK-OFF** **May 6**  
*TEN members & Strategic Partners* *Location: TBD*

**CLASS VII APPLICATIONS ACCEPTED February 1 – March 20<sup>th</sup>, 2009**