



**Forum Panels** (Foley Hoag Emerging Enterprise Center, Waltham)

- 2008**
- 2-Oct Personalized Medicine: Is There a Role for Devices in the Coming Revolution?
  - 5-Nov Unmet Clinical Needs and Potential Device Solutions: Case Examples and Cautionary Tales
  - 3-Dec Expert Panels, Advisory Boards and User Groups: Using Key Opinion Leaders to Help Achieve Business Goals
- 2009**
- 7-Jan Global Strategies for Market Penetration: Don't Get Lost When You Go Abroad
  - 4-Feb Emerging Technologies for Pulmonary/Sleep Medicine
  - 4-Mar What do VCs Want and How Do They Get It: Assessing, Reducing, and Managing Investment Risk
  - 1-Apr Advances in Cardiology Devices: Does Performance Match the Promise?
  - 6-May Trends in Medical Device M & A: Recent Experiences and Future Expectations
  - 3-Jun Why Devices Fail and What You Need to Do to Prevent It From Happening

**Networking Meetings** (Pizzeria Uno, Newton Corner and other locations)

- 2008**
- 20-Aug Transitioning to a Career in the Medical Device Industry
  - 10-Sep Season Opening: Supernetworking (*at Foley Hoag Emerging Enterprise Center*)
  - 15-Oct Critical Issues in Medical Technology Licensing
  - 19-Nov Creating a Marketing Plan for a New Medical Device
  - 17-Dec Using the Internet to Network Effectively: Linked In, Facebook, etc.
- 2009**
- 21-Jan From Manager to Innovative Leader: Are Leaders Made or Is It in Their DNA?
  - 18-Feb Getting into Your Buyers' Mind: How Prospects Prefer to Buy and Attracting the Clients Who Need Your Services Most
  - 18-Mar How to Prepare Financing and How to Close the Deal
  - 22-Apr Changing Expectations for Quality Management Systems: How to Ensure a Clean FDA Audit
  - 20-May Creating a Lifetime of Referrals
  - 17-Jun Public Sector Financing for Seed-Stage Companies: Federal and State Program Resources
  - 15-Jul Risk-based Product Development – An Emerging Paradigm for Device Design, Validation and Manufacture
  - 19-Aug Transitioning to a Career in the Medical Device Industry