



Pitch Perfect

INTRODUCING PILLSBURY'S INVESTOR PITCH PROGRAM

A strong pitch, delivered to the right people, is as critical to the success of your business plan as the goals and strategies it contains. Join Pillsbury lawyers and a panel of investing pros to learn how to perfect your pitch and hear firsthand what it takes to raise early-stage capital in 2012 and beyond.

Every month, Pillsbury lawyers will identify three to five emerging growth companies and arrange for those companies to pitch to local market influencers (serial entrepreneurs, technology experts, business consultants, accountants, angel investors, and other local businesspeople). The pitching entrepreneurs not only get exposure to the market influencers (who typically have vast networks of contacts), but they also get significant feedback on their pitch presentation, as well as assistance with identifying issues with the pitch and their business plans generally.

Then, on a semi-annual (and eventually quarterly) basis, Pillsbury lawyers will identify approximately a dozen companies from the monthly groups, along with other companies outside of the monthly groups, and will invite them to make a 30-minute pitch to a distinguished investor or group of investors that don't typically have access to local, Washington, DC-based companies.

On November 3, 2011, Pillsbury held its first Pitch Perfect event, inviting more than a dozen local companies. These companies presented their 30-minute pitches to NY-based Wellfleet Partners, Inc., an investment banking and advisory consultancy whose investor base includes more than 200 high-net-worth investors and several institutional investors. To help entrepreneurs connect with local investors, we will continue to hold monthly Pitch Perfect events and expect to hold another investor pitch event in the first half of 2012.

For more than 40 years, Pillsbury lawyers have represented hundreds of early stage companies, many from inception, through multiple rounds of financing and liquidity transactions. We have worked with companies ranging from well-known names like AOL and WebEx to those still waiting for their big break.

To learn more on how to perfect your pitch, contact **Louis Bevilacqua** or **Joseph Tiano**.



To learn more, please contact one of the following Pillsbury lawyers:

Louis A. Bevilacqua
+1.202.663.8158
louis.bevilacqua@pillsburylaw.com

Joseph Tiano
+1.202.663.8233
joseph.tiano@pillsburylaw.com

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Pillsbury Winthrop Shaw Pittman LLP | 1540 Broadway | New York, NY 10036 | 877.323.4171 www.pillsburylaw.com | © 2011 Pillsbury Winthrop Shaw Pittman LLP. All rights reserved.

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