tellar Sales Strategies

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ale and Dorr is a sponsor of this upcoming seminar presented by The Commonwealth Institute. This vening program features strategic insights to help position your company for continued growth, reakout sessions and an interactive Q&A session that will give you ideas you can implement mediately. Hale and Dorr partner Bill Benjamin will be a guest panelist at this event.

Company Structure, Formation & Corporate Basics

Learn about incorporating your business, non-competes, licensing your IP and decision-making processes

Founders

Explore topics related to allocating equity, vesting terms, tax implications, IP ownership, compensation and employment agreements

The Team - Employees & Consultants

Dive into employee compensation, hiring foreign employees and hiring before securing funding

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Board of Directors & Advisors

Find out about board membership and roles, and advisory board setup and compensation

Equity Incentives

Understand vesting restrictions and terms, options and restricted stock, and tax differences between ISOs and NSOs

Raising Capital & Securing Funding

Position your company for success with information on how to raise capital and secure funding from banks, VCs, friends and family

Types of Investors

Learn about the differences between bank loans, foreign investors, crowdsourcing, crowdfunding, angels and VCs

Attorney Advertising

Financing Terms & Structures

Explore information related convertible debt, preferred stock term sheets and valuation caps on convertible notes

General

Expand your understanding of IP ownership, terms of service and privacy policies, open source software and more

Patents

Dig deep into information related to if and when to file, to the difference between provisional and utility patents

Trademarks

Explore the best way to obtain a trademark and the difference between a domain name and a trademark

Trade Secrets

Uncover little-known information related to NDAs and patent filings

Copyrights

Read about copyright protection and how to register a copyright

Licensing

Get up to speed on how to grant exclusivity to a reseller, OEM or distributer, license agreement terms, and licensing IP from a university or hospital

General Topics

Time to grow? Learn about taking funds from a strategic investor and international expansion

Sale

Explore how to prepare for due diligence, guidance on selling your business and hiring an investment banker

IPO

Time to take your company public? Prepare your company properly

Meet Toggle

View All Team Members

Build Toggle

Startup Dictionary
Knowledge Navigator
Document Generator
Equity Calculator
Q&A Forum

Research Toggle

News & Publications
Events
Blog
Videos

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