



The Town of North Hempstead

# Town of North Hempstead Business & Tourism Development Corporation

## SEMINAR SERIES

Helping Town of North Hempstead  
businesses grow and prosper.



### Sponsors:

Albrecht, Viggiano, Zureck & Co., P.C.

National Grid

Forchelli, Curto, Deegan,  
Schwartz, Mineo, & Terrana LLP

Santander Bank

Long Island Development Corp/LISBAC

For Further Information call  
**Roy Smitheimer, Deputy Director**  
North Hempstead Business & Tourism  
Development Corporation  
516-869-7614

Town of North Hempstead  
Business & Tourism Development Corporation  
Business Seminar Series  
220 Plandome Road  
Manhasset, New York 11030

**FREE BUSINESS SEMINARS**

From Idea to Exit: How to Get a Business  
Up and Running, Funded and Sold

«Full Name»  
«Address»

Port Washington, NY 11050

STANDARD  
U.S. Postage  
PAID  
Manhasset, NY  
Permit No. 219

## Business Development Seminar Series

ActionCoach **Michael Breitman, Rich Foster**, Co-Founder, LaunchPad Long Island and Founder, Foster Management & Holding, LLC and **Stella Lellos, Esq.**, Partner, Forchelli, Curto, Deegan, Schwartz, Mineo, Terrana, LLP will discuss the fundamentals of how to move a business idea from dream to reality.



### Topics to be covered include:

- \* Business Plans
- \* Marketing Plans
- \* Operating Plans
- \* Operating Plans
- \* Action Plans
- \* Exit Plan
- \* Angel Funding (Early Stage Seed Money)
- \* Typical Angel Target Industries
- \* Typical Angel Investment (\$)
- \* Long Island Angel Network (LIAN)
- \* LIAN Process
- \* Required Legal Documents - Formation, Intellectual, Angel Round, IT, Exit Strategy

### Sponsored By



CERTIFIED PUBLIC ACCOUNTANTS

**nationalgrid**

The power of action.™



**•LISBAC•**

COUNSELORS AT LAW

**Forchelli, Curto, Deegan,  
Schwartz, Mineo & Terrana, LLP**

FORCHELLILAW.COM



**Santander**

# From Idea to Exit: How to get a Business Up and Running, Funded and Sold

## Purpose:

To inform North Hempstead entrepreneurs on how to move their business idea from dream to reality.

## Location:

Harbor Links Club House  
One Fairway Drive  
Port Washington, NY 11050

## Date and Time:

Friday –November 14, 2014  
8:00 am - 10:00 am

## Speakers:

### **Michael R. Breitman**

Chief Executive Officer (CEO)  
ActionCOACH of Metro New York  
and The Berkshires  
Stockbridge, Massachusetts  
Mineola, New York

### **Richard J. Foster**

President & Founder  
Foster Management & Holding, LLC  
LaunchPad, Mineola, LLC  
Mineola, New York

### **Stella Lellos, Esq.**

Partner,  
Corporate & Commercial Department  
Forchelli, Curto, Deegan,  
Schwartz, Mineo & Terrana, LLP  
Uniondale, New York



## **From Idea to Exit: How to get a Business Up and Running, Funded and Sold**

Are you are thinking of starting a business? Or, better yet — do you already own one? Are you doing everything that is necessary to successfully build a solid foundation? To grow? To fund it? Do you know how to access early stage capital? Do you have the proper plans in place? What is an Angel Investor? When is the right time to leave? **Soooo many questions, right?** (Yes, that too was yet another question!)

Just like the song says, “it starts at the very beginning” ...at the formation...what kind of company should you form? A “C” Corporation? A Subchapter S? A Limited Liability Corp. (LLC) or a Professional Corp. (P.C.)? Do you have a partner or partners? How many shares are you going to issue? What is the split? Do you have the legal documents in place to protect your intellectual capital? Your IT investment?

As a business owner, you simply cannot do it all. Yet, it is your job to create an environment that will attract others to work for you and to buy your products/services. As owner, you must provide the leadership, the direction, and have the written plans in place to set the road map you and your business will take to make it a successful business.

This special presentation is a unique three person panel discussion designed to engage you with highly qualified professionals in their respective fields of business planning, capital management and law. Come learn what you have to do to develop and build a thriving business. No business is too small to implement these strategies.

A question and answer session will follow.

Register today!

## **FREE REGISTRATION FOR From Idea to Exit: How to get a Business Up and Running, Funded and Sold**

**Friday, November 14, 2014 at 8:00 am**  
**Free Continental Breakfast**

### **To Register:**

Call 516-869-7614

### **OR**

Register online: at  
[www.btdc.biz/Onlineregistration.asp](http://www.btdc.biz/Onlineregistration.asp)

### **OR**

Fax this form to: 516-869-2468

\_\_\_\_\_  
Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

*Please save this form as confirmation of your faxed registration.*

For further information, please contact:

Phone: 516-869-7614

## **Town of North Hempstead Business & Tourism Development Corporation**

Judi Bosworth  
Chair

### Board of Directors

Dina M. De Giorgio	Angelo P. Ferrara
Anna M. Kaplan	Viviana L. Russell
Lee R. Seeman	Peter J. Zuckerman

Kim S. Kaiman  
Executive Director

