



SHARON & MITCHELL W. BERGER
ENTREPRENEUR

BOOTCAMP

September 5-7, 2019

This free program is designed to immerse entrepreneurs in the skills and disciplines needed to successfully launch a start-up business.

NSU
Florida

Shepard Broad
College of Law
**NOVA SOUTHEASTERN
UNIVERSITY**

Entrepreneur Bootcamp

September 5-7, 2019 | Nova Southeastern University

Also available via live streaming

The Shepard Broad College of Law and the Sharon and Mitchell W. Berger Entrepreneur Law Clinic are hosting the second annual Entrepreneur Bootcamp designed to immerse entrepreneurs in the skills and disciplines needed to successfully launch a start-up business.

Thursday, September 5, 2019

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| 5:30 p.m. - 7:30 p.m. | VIP Reception for Paid Attendees, Faculty, and Leadership NSU Shepard Broad College of Law, Third Floor, Panza Maurer Law Library |
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Friday, September 6, 2019

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| 7:45 a.m. - 8:30 a.m. | Sign in and Continental Breakfast | |
| 8:30 a.m. - 8:40 a.m. | Welcome | Dean Jon M. Garon and Clinic Director Steven Kass |
| 8:40 a.m. - 10:15 a.m. | Panel 1: Start-Up Ecosystem and Small Business Certification | Leigh-Ann Buchanan, Executive Director of Venture Café Miami Sandy Michael McDonald, Director of Broward County Office of Economic Development |
| 10:15 - 10:30 a.m. | Break | |
| 10:30 a.m. - 12:00 p.m. | Panel 2: Legal Planning for Start-Ups | Prof. Donna Litman Prof. Kate Webber Nuñez Prof. Florence Shu-Acquaye |
| 12:00 p.m. - 1:00 p.m. | Lunch | |
| 1:00 p.m. - 2:30 p.m. | Panel 3: Ideation and User Design | Gerald J. Angeli, Founder and Managing Member of Stirling Operations |
| 2:30 p.m. - 2:45 p.m. | Break | |
| 2:45 p.m. - 3:45 p.m. | Panel 4: Business Planning | Nancy Leve, Virtual Fundamentals |

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| 3:45 p.m. - 4:45 p.m. | Panel 5: Start-Up Practicalities: Lessons from the Berger Entrepreneur Law Clinic | Steve Kass, Moderator Tangy Frederick, Founder of Creative Devs Software, a Berger Clinic client Aaron Caplan, Founder of Roomaters, a Berger Clinic client |
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Saturday, September 7, 2019

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| 7:45 a.m. - 8:25 a.m. | Sign in and Continental Breakfast | |
| 8:25 a.m. - 8:30 a.m. | Welcome | Dean Jon M. Garon |
| 8:30 a.m. - 10:00 a.m. | Panel 6: Patents and Patentability | Scott Smiley, Esq. Founder & Managing Partner, The Concept Law Group Dr. Katherine Koenig, Esq. |
| 10:00 a.m. - 10:15 a.m. | Break | |
| 10:15 a.m. - 11:15 a.m. | Panel 7: Taking a Product from Concept to Fabrication | Amiad Raviv, Co-Founder, Commercial and Operations Manager and CEO of US distribution subsidiary of Simple Parenting |
| 11:15 a.m. - 12:15 p.m. | Panel 8: Digital Marketing for Entrepreneurs and Start-Ups | Dan Grech, Lead Instructor and Founder, BizHack Academy |
| 12:15 p.m. - 1:15 p.m. | Lunch | |
| 1:15 p.m. - 2:45 p.m. | Panel 9: Trademark, Trade Secret, Copyright, and Publicity Rights | Dean Vicenç Feliú Geoffrey Lottenberg, Esq. |
| 2:45 p.m. - 3:00 p.m. | Break | |
| 3:00 p.m. - 4:30 p.m. | Panel 10: Business Funding and Finance: Angels, VCs, and Lenders | Dean Susan Hayes Stephan Hy Vaupen, Founder and Managing Partner of Vaupen Financial Advisors, LLC Sandra Arber, MBA Richard Linevsky, Share America and a member of New World Angels |
| 4:30 p.m. - 4:45 p.m. | Closing Remarks | |

Wi-Fi Information

NETWORK: GUEST
PASSWORD: IS NOT REQUIRED

** Please **note visitors or guests must accept the University's user agreement** in order to gain access to the Internet.

Expanded Summary of the Modules

1. Start-Up Ecosystem and Small Business Certification

South Florida has a rapidly developing “start-up ecosystem” that supports and nourishes a diverse array of start-up businesses. Our speakers will provide an overview of the varied private and public sources of support for entrepreneurs starting or expanding their business as well as business opportunities available through small business certifications.

2. Legal Planning for Start-Ups

Entrepreneurs face numerous legal issues in establishing and growing their businesses. These issues include choosing an appropriate business entity (corporation, limited liability company (LLC), or other entity), designing the core organizational documents, addressing multi-faceted employment law issues, and crafting contracts and other documents needed to launch a company based upon the ideas they have translated into a product.

3. Ideation and User Design

Ideation provides the initial step in developing new products or enhancing existing products. Basic research and general research may develop ideas, but a market orientation and user design is essential to focusing the process of new ideas into successful new products and business lines.

4. Business Planning

The Small Business Administration (SBA) **describes the business plan as “an essential roadmap for business success.” This module transitions from the idea into the** initial considerations about exploiting that idea, addressing the commitment, industry know-how, due diligence, corporate team requirements and similar building blocks essential to move an idea into an entrepreneurial business launch.

5. Start-Up Practicalities: Lessons from the Berger Entrepreneur Law Clinic

This module also presents the types of practical and ethical issues inherent in the attorney-client relationship, including who is your client, conflicts, confidentiality, competence, and duty of loyalty. Discussion will focus on issues faced by clients of the Berger Entrepreneur Law Clinic in launching their businesses, including the key considerations lawyers take into account when counseling their start-up clients.

6. Patents and Patentability

This session is taught by two Florida registered patent attorneys. Through the exclusive rights granted by patent laws for a limited period of time, a patent owner has the potential to gain a dominant market position with regard to the scope of the invention. Patents provide their owners control over the making, using, selling, or importing of an invention. This module presents both the creation of patent rights as well as the enforcement of such rights (and defenses against infringement claims). These include practical considerations and ethical and legal constraints that lawyers must consider under the patent Bar rules when counseling clients on translating research into a patented process, machine, article of manufacture, or composition of matter without unintentionally destroying the exclusivity in the patent or diminishing its value.

7. Taking a Product from Concept to Fabrication

Bringing a product from the concept stage to the marketplace is a complex process. This module will provide insight into the requirements for prototyping, designing, and fabricating a product, including supply chain management, production, and delivery requirements.

8. Digital Marketing for Entrepreneurs and Start-Ups

In the modern economy, digital marketing controls access to your customer base. No matter how good the product, effective marketing is essential. The speaker will discuss methods to maximize marketing dollars and communication strategies.

9. Trademark, Trade Secret, Copyright, and Publicity Rights

The law provides entrepreneurs a suite of intellectual property tools to manage the marketplace including trademarks, trade secrets, copyright, and publicity rights. This module explores the important alternatives to patent rights and the business practices about when to patent and when to rely on other methods, including trade secrets, trademarks and trade dress, copyright, license agreements, and publicity rights. This module will also explore the range of intellectual property tools available for their product ideas and develop business strategies that maximize the value provided by patent and non-patent strategies, taking into account the Florida Bar's requirements and ethical considerations pertinent to securing and enforcing intellectual property rights.

10. Business Funding and Finance: Angels, VCs, and Lenders

A wide spectrum of options are available to finance a business, although not all may be suitable for or available to any particular business. This roundtable panel will identify various financing sources and explore the financial, managerial, and strategic risks associated with each form of financing. The panelists will also address the practical considerations pertinent to valuing and positioning a business for a financing round or sale.

Presenter Biographies



Jon M. Garon is Dean and Professor of Law of Nova Southeastern University Shepard Broad College of Law. Dean Garon serves as chief academic officer for the law school, providing strategic leadership on programming, curriculum, enrollment management, marketing, and finance. He is a nationally recognized authority on technology law and intellectual property, particularly copyright law, entertainment and information privacy. A Minnesota native, he received his bachelor's degree from the University of Minnesota in 1985 and his juris doctor degree from Columbia University School of Law in 1988.

Prior to joining Nova Southeastern University in 2014, Dean Garon was the inaugural Director of the Northern Kentucky University Salmon P. Chase College of Law, Law + Informatics Institute from 2011-

2014. The Law + Informatics Institute serves to integrate the specialized programming on technology and information systems as they apply across legal disciplines. A tenured member of the law faculty, Dean Garon taught Information Privacy Law, Cyberspace Law, Copyright Law, Entertainment Law, and related courses.

Dean Garon served as Dean and Professor of Law at Hamline University School of Law in St. Paul, Minnesota. He was professor of law from 2003 to 2011, Dean of the Law School from 2003 to 2008 and Interim Dean of the Graduate School of Management from 2005 to 2006. Before Hamline, Garon taught Entertainment Law and Copyright at Franklin Pierce Law Center in Concord, New Hampshire and Western State University College of Law in Orange County, California.

Among his numerous accomplishments, Dean Garon has held key leadership positions as past chair of both the **American Bar Association's Law School Administration Committee** and the Association of American Law Schools Section on Part-Time Legal Education. His teaching and scholarship often focus on business innovation and structural change to media, education and content-based industries. He is the author of three books and numerous book chapters and articles, including **The Independent Filmmaker's Law & Business Guide to Financing, Shooting, and Distributing Independent and Digital Films** (A Cappella Books, 2d Ed. 2009); **Own It – The Law & Business Guide to Launching a New Business Through Innovation, Exclusivity and Relevance** (Carolina Academic Press 2007); and **Entertainment Law & Practice** (2d Ed. 2014 Carolina Academic Press). Additionally, he has presented at more than 60 forums across the U.S.



Steven Kass is the Berger Family Fellow and Director of the Sharon and Mitchell W. Berger Entrepreneur Law Clinic. Prior to becoming clinic director, Mr. Kass practiced as a business lawyer in Miami, Florida, primarily in the areas of corporate, securities, and insurance law, most recently as a shareholder (now, of counsel and Assistant Treasurer) at Carlton Fields, P.A. He received his law degree from the University of Miami School of Law, graduating magna cum laude. In addition to his client-facing responsibilities, Mr. Kass served in the roles of Administrative Partner and Chief Financial Officer for Jorden Burt LLP, a seventy-lawyer, multi-office law firm, from 2004 to 2013, before that firm's merger with Carlton Fields. Prior to law school, Mr. Kass also worked as a CPA (license no longer active) for both a public accounting firm and

in private industry.

Today, Steve provides pro bono services through Legal Aid Service of Broward County, and he has previously served as the President of his synagogue and as a member of the Board of Directors of the Jewish Federation of Broward County. Steve is the proud father of a 2014 NSU Law School graduate, Lisa S. (Kass) Bour.



Leigh-Ann Buchanan, Esq. is the founding Executive Director of Venture Café Miami. In this role, she works to facilitate sustainable growth, increased diversity and inclusion, and greater connectivity within Miami's innovation and entrepreneurial community through high impact programming and strategic initiatives. Since its mid-2016 launch, VCM's innovation programming has attracted over 40,000 attendees, resulting in content partnerships with 1000+ organizations and 1500+ free educational sessions.

Leigh-Ann frequently speak on and writes about cultivating inclusive innovation communities, experiential leadership development and strategies for social justice

innovation. Previously, she served as legal counsel to entrepreneurs, startups and multinational corporations in a wide variety of complex business litigation matters and commercial disputes.

Leigh-Ann is the founder of the Nyah Project, an exclusive fellowship which develops purposeful youth leaders of color from underserved communities through transformative experiences abroad.

As the chair of the American Bar Association's Coalition on Racial & Ethnic Justice, she spearheads the ABA JusticeHack national series of interdisciplinary hackathons designed address tensions points between law enforcement and communities of color.

She has been recognized as a Most Influential Black Business Leaders (2019); Florida Influencer (2019, 2018); one of **Miami's 50 Most Powerful and Influential Black Business Leaders (2019)**; Harvard Business School Young American Leader (2018); Miami Fellow (2017); Black Enterprise Magazine, Miami Tech Trailblazer (2017); Dade County Bar Association, Woman on the Rise Award (2017); Legacy Magazine, Under 40 Achiever (2017); Miami Girls Foundation (2017); **Miami Dade Chamber Young Innovator of the Year (2016)**; **Aspen Institute's National Working Group on Inclusive Innovation (2016)**; American Bar Association Top 40 Young Lawyers (2016); Bethune Cookman University, 40 Under 40 (2016); Daily Business Review, Rising Star (2015); Greater Miami-Dade Chamber of Commerce, HYPE Award finalist (2014); National Bar Association Women Lawyers Division Rising Star Award (2013); and **South Florida's 40 Under 40 Black Leaders (2013)**.



Sandy Michael McDonald has been the Director of the Broward County Office of Economic and Small Business Development (OESBD) since June 2013. In **alignment with OESBD's mission to stimulate economic development, Mr. McDonald is committed to supporting the growth and development of small businesses in Broward County, which are a great asset to our local economy.**

For the past 18 years Mr. McDonald has worked in Community and Economic Development on both local and federal programs. Mr. McDonald also serves as **Broward's designated Disadvantaged Business Enterprise Liaison Officer (DBELO) and works to support the County's commitment to the Federal Disadvantaged Business Enterprise (DBE) and Airport Concessions Disadvantaged Business Enterprise (ACDBE) programs that OESBD administers along with the County's local small business programs.**



Donna Litman is a tenured Full Professor at the NSU Shepard Broad College of Law and has been a member of the faculty since 1983. She teaches in the areas of business planning, comparative law, estate planning, and tax law, including Business Entities, Business Planning Workshop, and Income Tax. She is a Florida Bar Board Certified Specialist in Tax Law. Professor Litman serves as the faculty advisor for the Transactional Law Practice Group and has coached student teams for transactional competitions, including the National Health Law Moot Court Competition and the National Transactional LawMeet. She has presented at international and national conferences and authored and co-authored books, chapters, portfolios, articles, and newspaper columns.



Kate Nuñez is a tenured Full Professor at the NSU Shepard Broad College of Law and has been a member of the faculty since 2010. Her courses include: Employment Discrimination, Business Entities, Securities Regulation, Civil Procedure, Remedies, Workers' Compensation, and Legal Research and Writing. Professor Nuñez also teaches a number of courses in the NSU Law Master's in Employment Law program. Professor Nuñez has served as faculty in the National Institute of Trial Advocacy's deposition skills program since 2010.

Professor Nuñez's scholarship draws on political science theory to analyze federal employment discrimination law. Her works have appeared in the University of Southern California Interdisciplinary Law Journal, the "Title VII at 50" Symposium issue of St. John's Law Review, and the Columbia Journal of Gender and Law. She has presented at both legal and political science conferences including presentations at the Midwest Political Science Association's Annual Conference in both 2014 and 2015.



Florence Shu-Acquaye is a tenured professor of law and a faculty member of Shepard Broad College of Law since 2000. She teaches Business Entities, Contracts, UCC: Sales, International Sales of Goods & Arbitration, Negotiable Instruments, and Comparative Corporate Governance. She also teaches in the **Master's in Health Law program (M.HL), where she has supervised over 70 student papers** on various topics. In addition, she has developed and taught a course in the **Master's in Education Law (M.S. Ed.L).**

Professor Shu-Acquaye holds an LL.B and Maîtrise (post-graduate diploma) (both with honors) from the University of Yaoundé, an LL.M from Harvard Law School, and a J.S.M and a J.S.D from Stanford Law School. While on sabbatical in the fall of 2006, she worked in Cameroon with the Society for Women and AIDS in Africa (SWAA), an African organization dedicated to addressing the problems faced by women with HIV/AIDS. Examples of her activities during her stay include: reviewing a proposed Model Law on **STD/HIV/AIDS for West and Central Africa; reviewing an "Avant Projet de Loi Fixant Les Droits et Obligations Des Personnes Vivant avec Le VIH/SIDA" (proposed Law on the Rights and Obligations of Persons living with HIV/AIDS);** reviewing, with recommendations, the implementation of some articles of the United Nations Convention on the Elimination of all Forms of Discrimination Against Women (CEDAW) in Cameroon. Based on these experiences, she then co-authored the book, **"Women, the Law and HIV/AIDS: A Conundrum for the Legislature in Africa?"**(Vandeplas Publishing (2008)), which further underscored her desire to draw attention to the epidemic in Africa. Professor **Shu-Acquaye was a recipient of the In Focus magazine's Quiet Storm Achievement Award** on August 25, 2007, for her work with the Society for Women and AIDS in Africa. The following month this achievement was acknowledged and praised in a personal letter from the Supreme Court of Florida. During her 2015 sabbatical, she continued working with SWAA and amongst several other things, lobbied NGOs and government officials for a concrete follow up plan for the adoption of the Draft Law on HIV/AIDS in Cameroon. She participated in the training of Youths on Sexuality and created a basic guidance manual to assist SWAA Centre and other organizations on how to receive people with HIV/AIDS who come to their Centre/organization for assistance.

Professor Shu-Acquaye is a member of the American Bar Association, Business and International Law Divisions, the Corporate Governance Committee, as well as a member of the International Developments in Corporate Governance Committee. She has several scholarly publications and has given presentations on a variety of topics at conferences and workshops locally and internationally.



Gerald J. Angeli serves as the Founder and Managing Member of Stirling Operations, an organization whose mission is to accelerate emerging technology in manufacturing, advance market position, and create new high-tech jobs. The strategic approach of Stirling Operations is to focus on identifying high potential, profitable manufacturing companies, could be acquired and aggressively transformed to rapidly grow and technologically excel in the near term.

Prior to forming Stirling Operations, he served as President and General Manager of ACR Electronics, Inc. a wholly owned subsidiary of Drew Marine. Located in Fort Lauderdale, Florida, ACR designs and manufactures a complete line of life saving equipment including personal locating beacons (PLBs), EPIRBs for the marine industry, ELTs for aircraft and radio beacons for certain military applications. Other products include specialized gear to assist in search and rescue operations. ACR builds quality products knowing they are used to save lives. He holds degrees in Engineering Physics from Lehigh University, and an MBA from Boston University, and is an Adjunct Professor at NSU's Huizenga School of Business and Entrepreneurship. Throughout his career he has worked in many aspects of design, manufacturing and supply chain serving as Vice President of Manufacturing and Supply Chain for the Consumer Products division of Eastman Kodak Company; Vice President of Manufacturing for the Systemedia Division of the NCR Corporation; and Sr. Vice President for Concord Camera Corp. Most notable of his leadership and vision was the transformation what had become an obscure company and having it become **recognized excellence for manufacturing excellence throughout Florida and nationally. As ACR's President, he and the company won the Chamber's prestigious Salute to Business Award (Sept 2017), TravelHost Magazine's Wall of Fame, (January 2018), the SFMA Manufacturer of the Year for 2018, Florida highest honor, "The 2018 Governor's Sterling Award" for Best in the State Business of Manufacturing (May 2018), plus one of only two companies honored nationally, was designated NIST American Manufacturing Hero (September 2018), and ultimately the Broward County Board of Commissioners Proclamation-ACR Day December 4th, 2018.**

The Greater Fort Lauderdale Chamber of Commerce selected him to serve as Chairman of the Washington Summit in 2017, a bi-annual trip to Washington, DC to bring business issues to Congress. He also serves on the boards of a number of Foundations and Civic Organizations.



Nancy Leve held marketing and marketing research management positions in corporate and non-profit businesses for more than 20 years. She is a serial entrepreneur having started 5 small businesses over the years and gained significant experience and knowledge in the process.

A decade ago, Nancy recognized that marketing had forever changed as a result of the internet. She started Virtual Fundamentals, an internet marketing agency. Virtual Fundamentals produces marketing plans, WordPress websites, email marketing campaigns and Google AdWords campaigns, etc. Learn more about her company at www.VirtualFundamentals.com.

Nancy is dedicated to teaching and coaching current and future small business owners/entrepreneurs on how to be more successful when starting businesses or **expanding for growth. She has worked in that capacity for The Florida Women's Business Center, The Jim Moran Institute For Global Entrepreneurship, Broward SCORE, StartUp Quest and StartUp Now.**
Education: Duquesne University (BA); University of West Virginia (MA)



Tangy Frederick, is the Founder and Software Engineer of Creative Dev Software & CTO of GovLia. Tangy started a career a successful Lead Generation Marketer. **While living in California she worked for “Environment California”.** Bringing awareness to other Californians. Showing them how their can impact the environment. This is where her love grew working with, Socially Conscious businesses in tech.

Tangy is a self-taught programmer that worked on Websites for, family, friends and her lead generation clients. She eventually, took her passion as a self-taught programmer to the next level, by attending Broward College to obtain a degree in Software Development, while obtaining certifications. In college she fell in love with programming languages like Java and C++, developing Mobile Apps, Desktop Apps, Websites building Databases and programming the Nao Robot.

In 2017, Tangy was invited to attend the United Nations Headquarters in NY, for the “Commission on the Status of Women”. Being a women in tech, this gave her the ability to increase her awareness on how she could help the tech industry become more diverse. Before transitioning to become the founder of a Software Company, she interned at The Urban League of Broward County, helping Entrepreneurship Center with their website. Working at ULBC, gave Tangy the support and the courage to start her own Software Company. She then received a contract from ULBC, Entrepreneurship Center to help their clients with their websites and mobile apps. And held workshops, to help with their technical needs in their businesses.

Tangy then wrote a book for Programmers titled, "The Journey Of A New Programmer" (newbiescancode.com). Which was released on Amazon in 2018. Her new book on leadership in technology will be released in late 2020. Her goal is to reach out to the community of Entrepreneurs and individuals. Encouraging them to become more involved in technology as diverse leaders. While her company continues to develops customized software, Mobile Apps, Augmented Reality apps software for IoT and future technology for Socially Conscious businesses.



Aaron Caplan is the Co-founder and CEO of Roomaters - a millennial focused roommate searching platform that users algorithm technology and a personality test to help identify compatibility between potential roommates. Springing up from his own bad roommate experiences in NYC nearly 5 years earlier, Aaron always felt that there should be a better and more trustworthy way to know important details surrounding similarities, common interests and living compatibility between roommates before you've made the decision to live with them. After realizing that competitors are more focused on putting users in available rooms, rather than the compatibility, Aaron saw an opportunity in the roommate space that lacked any real dominant leader and set out on a mission to end bad roommate relationships.



Scott Smiley In addition to serving as the Adjunct Professor of Patent Law at Nova Southeastern University, Shepard Broad College of Law, Scott Smiley is the founder and managing partner of The Concept Law Group, P.A., in Fort Lauderdale, FL, where he concentrates his practice on Patent and Trademark law. Scott is a Registered Patent Attorney and holds a degree in Electrical Engineering. Before entering the field of law, Mr. Smiley designed antenna and communication systems for commercial and military aircraft, the Harrier Vertical Take-Off Jet being one of his biggest projects. Mr. Smiley also served as an Adjunct Professor of Engineering at a local South Florida college.

More recently, Mr. Smiley was part of a team that litigated a three-year-long patent infringement case against The Home Depot U.S.A., Inc., where they successfully proved that The Home Depot engaged in willful patent infringement. After a nearly month-long trial that made news across the nation, the jury awarded his client over \$24 million in actual damages, punitive damages, and attorneys' fees. Mr. Smiley was one of the first attorneys in the country to emerge victorious in an inter partes review proceeding at the United States Patent and Trademark Office, allowing his client to move forward with its patent infringement claims in Federal Court.

Mr. Smiley has been named as one of 2018's "Super Lawyers" by Super Lawyer magazine. He is admitted to practice in the Supreme Court of the United States, the Federal Circuit Court of Appeals, the Southern, Middle, and Northern Districts of Florida, and the United States Patent and Trademark Office.



Dr. Katherine Koenig is a Registered Patent Attorney and member of the Florida Bar, as well as the Founder of the intellectual property law firm Koenig IP Works, PLLC.

Katherine's practice primarily includes patent and trademark prosecution, with a particular emphasis on matters relating to medical devices, life science, agricultural machinery and equipment, plant varieties and plant sciences, biotechnology, industrial gas turbine energy and energy production, personal protection equipment and products for first responders, sports and fitness products, marine technology, and the cannabis industry.

She earned a B.S. in Horticulture, with Honors, as well as a Minor in Plant Molecular and Cellular Biology and a Doctor of Plant Medicine degree (D.P.M.) from the University of Florida, and she was awarded her J.D. from the **University of Hawai'i School of Law with a semester spent at Nova Southeastern University's Shepard Broad College of Law.**

In addition to being a past President of the Intellectual Property Law Association of Florida (IPLAF), Katherine is Vice Chair of the Mergers & Acquisitions Committee of the American Intellectual Property Law Association (AIPLA), a **member of AIPLA's Women in IP Committee and Plant Biotechnology Committee, and a Board member of the Friends of Birch State Park in Fort Lauderdale.**



Amiad Raviv is a co-founder of Simple Parenting, a global product development company in the Juvenile space which introduced the Doona Infant Car seat in 2014 and the Liki trike in 2018. Today Amiad serves as the company's Commercial and Operations Manager and as the CEO of its US distribution subsidiary. Prior to Simple Parenting, Amiad was a Principal at the Boston Consulting Group (BCG) where he primarily worked with international companies in the Consumer and Industrial Goods spaces. Prior to BCG Amiad was a corporate attorney in one of Israel's leading law firms and before that he was an officer in the Israeli Navy. Amiad holds an MBA from the University of Chicago, Booth School of Business, and a bachelor's degree in Law and Business from the IDC in Israel.



Dan Grech has had two careers: First as a Pulitzer Prize-winning journalist and communicator with a decade of journalism experience at NPR, PBS, The Miami Herald, WLRN and The Washington Post. The other as the head of digital marketing at two software startups and the nation's largest Hispanic-owned energy company. Dan brought together his digital communications expertise with BizHack Academy, South Florida's leading provider of digital marketing training to startups and Fortune 500 companies, including Royal Caribbean, NBCUniversal, Novartis and Whirlpool. Since 2015, BizHack has trained more than 2,000 sales and marketing professionals in digital advertising, analytics, strategy and storytelling. BizHack was named a top startup in 2019 by The Miami Herald. And BizHack is proud to be the first client of the Berger Entrepreneurial Law Clinic at the Shepard Broad College of Law at Nova Southeastern University.



Vicenç Feliú is the Associate Dean for Library Services & Professor of Law with NSU Shepard Broad College of Law. Dean Feliú was most recently the Associate Dean for Library Services and Professor of Law at Villanova University's Charles Widger School of Law in Pennsylvania where he taught Advanced Intellectual Property/Cyber Law and Copyright Law. Before that Dean Feliú was Director of the Law Library and Professor of Law at the University of the District of Columbia David A. Clarke School of Law, where he also taught International Human Rights and Advanced Legal Research.

Dean Feliú teaches Intellectual Property and Trademarks and Unfair Competition Law. Prior to entering academia, Dean Feliú served as a Major in the United States Marine Corps and as a Special Agent with the Federal Bureau of Investigation. Dean Feliú received a B.A. in Linguistics from California State University, Fullerton, both a J.D. and LL.M. in Intellectual Property, Commerce & Technology from the Franklin Pierce Law Center, and a M.L.I.S., with a Law Librarianship Certificate, from the University of Washington.



Geoffrey Lottenberg is a partner in Berger Singerman's Fort Lauderdale office and a member of the Dispute Resolution Team. Board Certified by The Florida Bar in Intellectual Property Law, Geoff focuses his practice on intellectual property procurement and enforcement, business and technology law, and complex commercial litigation.

Mr. Lottenberg represents clients in connection with Federal and State intellectual property, technology, and complex commercial litigation matters, including bringing and defending claims of patent infringement, trademark infringement, false designation of origin, unfair competition, misappropriation of trade secrets, breach of contract, breach of fiduciary duty, and tortious interference.

Mr. Lottenberg is an experienced registered patent attorney with a background in mechanical engineering. His patent practice concentrates on mechanical, electrical, software, and business method arts. In addition to prosecuting patents before the United States Patent and Trademark Office, Geoff manages large foreign patent portfolios under the Patent Cooperation Treaty. He also regularly renders patentability, validity, infringement, and freedom-to-operate opinions. Mr. Lottenberg handles all aspects of trademark prosecution and procurement including clearance opinions and the preparation and maintenance of Federal and State trademark applications and registrations.

Alongside his lively intellectual property procurement and litigation practice, Mr. Lottenberg negotiates and drafts trademark, copyright, and patent license agreements, assignments, asset transfers, Internet and software-as-a-service terms and conditions, privacy policies, and general business and technology contracts. Geoff also regularly handles corporate intellectual property matters including audits and due diligence in connection with mergers and acquisitions.



Susan Hayes Stephan serves as Associate Dean of Graduate and Online Programs and Adjunct Professor at NSU's Shepard Broad College of Law.

As Associate Dean of Graduate and Online Programs, Stephan is responsible for **substantial aspects of the law school's online and non-JD** graduate educational programs, including accreditation and university compliance; program expansion; and supervision of marketing, admissions, student services, career development, and the teaching and learning process.

Prior to returning to legal education, Stephan practiced law beginning in 1992 with a focus on entity formation, intellectual property rights, partnership and employment agreements, vendor contracts, **workers' compensation, ecommerce transactions, and general corporate matters on behalf of individual and business** clients. She has counseled many creative clients and entrepreneurs on business structures and compliance issues. **Stephan is an active member of the American Bar Association's Business Law section and Cyberspace Law** Committee as well as the AALS Section of Technology, Law, and Legal Education; she also is a past Chair of the Art and Entertainment Section of the Minnesota State Bar Association.

Stephan has taught as adjunct law faculty since 2001 in areas including antitrust, intellectual property, music copyright, law and popular culture, federal privacy, technology and privacy in the workplace, labor and employment, **workers' compensation, and law and economics. Stephan graduated from Mitchell Hamline School of Law in 1992.** She received a Bachelor of Science from Northwestern University, a Master of Arts from New York University, and a Certificate in Online Distance Education from the University of Minnesota.



Hy Vaupen is the Founder and Managing Partner of Vaupen Financial Advisors, LLC, a Miami based lower-middle market focused investment banking and advisory firm. Mr. Vaupen has worked with rapidly growing private and family-owned companies in the United States, Latin America and the Caribbean for over 40 years. His extensive financial experience and market relationships provide the basis for the firm to structure and arrange a variety of financing, capital and corporate sales transactions for its clients.

Throughout his career, he has also held numerous positions in senior-level financial and operational management and financial consulting/advisory capacities in various industry sectors. He is a graduate of the University Of Florida Fisher School Of Accounting, and has been a licensed CPA in the State of Florida.



Sandra Arber during the last five years, Ms. Arber's professional experience has alternated between working with angel groups and startups. She was Director of Investor Relations at New World Angels, a member-managed, structured angel group based in Boca Raton. There she handled deal flow, due diligence, and investor outreach. She subsequently joined one of New World Angels' portfolio companies that has developed proprietary software in the live video distribution space. After re-structuring that startup, she joined Tampa-based Florida Funders, a hybrid investing group that invests in tech and tech-enabled companies. Florida Funders combines capital from an \$18 million fund with investment from 1,200 accredited investors on its crowdfunding platform. Ms. Arber has most recently

joined a startup in the healthcare financial payments space that is based in Atlanta and Boca Raton. She has an undergraduate degree from Harvard University and an MBA from the University of Virginia.

She is a member of the American Institute of Certified Public Accountants, Florida Institute of Certified Public Accountants, American Bar Association, The Florida Bar, New York Bar Association, and the founder and current **Chairman of the Women's Network of MBAF.**



Richard Linevsky: Having started his first automotive detailing company eight years before he was old enough to drive, Richard has since founded, led and sold companies spanning across technology, marketing and real estate. His business and entrepreneurial experience includes special interests in tech platforms, e-commerce, trade, marketing and commercial real estate. He is the founder of multiple companies including Catalogs.com, the largest online catalog shopping portal in the world; America By Mail, an ecommerce apparel enterprise; and Dynalog, a patented digital publishing SAAS platform. Having successfully sold these companies, Richard and his partners established Share America in 2018, which is keenly focused on expanding new products and services into untapped US

and global markets. In 2013, he joined New World Angels, one of **Florida's** largest and most notable angel investor groups, which provides early stage capital to businesses and entrepreneurs.

Richard is a graduate of the Kelly School of Business at Indiana University and lives in Weston, FL with his wife Leslie. He has 3 children ages 19-23.

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CHANGING THE CURRENT. 

The image shows a group of people, including children and adults, wearing bright green t-shirts with "VOLUNTEER" and a heart logo. They are walking outdoors, possibly participating in a community cleanup or event. The text below the image describes the company's commitment to community service.



Berger Singerman proudly supports the 2019 Sharon and Mitchell W. Berger Entrepreneur Boot Camp and salutes all of its participants' entrepreneurial spirit.