2014 Helpful Resources
Henry A. Panasci Technology Entrepreneurship Competition

- **Educational Resources**
  - [How to Build a Startup](#) (Steve Blank, Udacity)
  - [Product Development and Differentiation](#) (GL Sanders)
  - [Strategic Planning](#) (GL Sanders)
  - [Facilitating Creativity and Innovation](#) (GL Sanders)
  - Other Misc Presentations
  - Company Statistics - Manta
  - Directory Listings and Company Profiles - Hoovers
  - Finance
    - SCORE Resources for Financials/Financial Templates
      - [www.score.org/resources](#)
    - Mass Challenge
      - [Entrepreneurial Finance – understanding capital sources](#)
- **Templates/Worksheets**
  - [Panasci TEC 20](#) Document
  - Pitch Decks
    - Standard CEL Panasci Template
    - [Guy Kawasaki Pitch](#) (GL Sanders)
  - GL Sanders Website
    - FAD (like the TEC 20)
    - Planning/Business Concept Development Templates
  - Term Sheet Generator
- **Pitches**
  - [Pitching Resources](#)
  - The Pitch - Howard Anderson from MIT
  - Mass Challenge
    - Startup Showcase
    - Minute to Pitch it
  - Utah State Elevator Pitch example
  - MIT Business Plan Contest
  - University of Dayton BPC Elevator Pitch example

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• Business Plan Resources
  o Sample Business Plans (GL Sanders)
  o http://www.bplans.com/

• Articles
  o Courting investors? The best management team wins

• Misc.
  o http://www.entrepreneur.com/
  o Business Model App/Book