IN THE NEWS
*BusinessWeek, “The Entrepreneur's Holiday Bookshelf”

AROUND CAMPUS AND TOWN
*SPARK: Resiliency Spring with Barry Moltz – 12/14
*Ann Arbor IT Zone: SPARK Pre-Seed Money – 1/3
*Annual Collaboration for Entrepreneurship – 1/18

AT THE INSTITUTE================================================
*MICHIGAN BUSINESS CHALLENGE ROUND 1 WINNERS
Round One of the Michigan Business Challenge was held on Friday, December 1. Out of 34 teams, 16 advance to Round Two being held on January 12. Be sure to congratulate Michael Tarasev (Blaze Medical Devices), Adrian Morgan and Sawalia Saurabh (Bombay Kitchen), Jennifer Anderson, Lauren Rosenthal, and Vidhya Prakash (Bust Out), Rabindar Subbian and Rekha Desai (Caring Counselors), Shaily Baranwal and Suhas Ghuge (Elevate Learning), Brewster Boyd (Forest Eye Consulting), Andrew Lapsa, Douglas Hopek, and Joshua Bartlett (goTyro), Carl Timm and Nate Johnson (Locomatix), Aaron Nelson, Adam Litle, and Gayatri Perlin (Micro Neural Interfaces), Jason Gilbert and Judy Yu (MSIGNS), Catherine Lee (MyStyle), Barbra Perlstein (PWR: Professional Women’s Resource), Merrill Guerra (Real Kidz Clothing), Anuj Agarwal and Lora Schulwitz (Savium Technologies), Gus Simiao and Tom Fry (VIVACE), John Bucher, Matthew Garratt, and Michael Edison (Well-House Building & Supply Center).

*INTERNAL VCIC WINNERS
On Wednesday, December 6, the Entrepreneur and Venture Club and the Zell Lurie Institute hosted the Internal Venture Capital Investment Competition to decide which team will advance to the regional competition. Four teams competed and after much deliberation, the judges chose Andrea Bell, Eugene, Lee, Adam Litle, Vikram Vaishya, and Sriram Viji. Be sure to congratulate them and offer encouragement when they travel to the University of Colorado on February 8.

*MICHIGAN BUSINESS CHALLENGE UPCOMING DATES
---TRAINING: Tuesday, December 12 at 4:45 p.m. in room E1550
This training will offer advice on how to effectively communicate the market pain and size. It is offered in connection with Round Two of the Michigan Business Challenge but all students are welcome to attend.

---DELIVERABLES DUE: Friday, January 5 at 8 a.m.
Seven-page market and financial overview due. Submit these deliverables to zlicontact@umich.edu. The Institute forwards this deliverable to the judges so late submissions will not be accepted.

---ANNOUNCEMENT: Monday, January 8 at 5 p.m.
Announcement of the schedule for Round Two will be emailed.

---ROUND TWO: Friday, January 12 at 1 p.m. in the Great Lakes Room of Palmer Commons
The second round of the Michigan Business Challenge is on January 12. Teams will have seven minutes to present their businesses before a panel of judges followed by ten minutes of questions and answers. This round will focus on the competitors’ market and financial knowledge. 16 teams will compete, only 8 will advance to the semifinal round.

---TRAINING: Friday, January 19 at 10:00 a.m. in room E0550
This training will offer advice on how to prepare a business plan. It is offered in connection with the semifinals of the Michigan Business Challenge but all students are welcome to attend.

*DARE TO DREAM UPCOMING DATES
---FALL 2006 DELIVERABLES DUE: Sunday, December 31 at 12 p.m.
The final deliverables for the Assessment grant and the intermediate deliverables for the Integration grant are due on December 31. Submit these documents to zlicontact@umich.edu.

---WINTER 2007 INFORMATION SESSION: Wednesday, January 17 at 4:45 p.m. in room E0550
For people with student businesses, this information session will help you learn about the three different types of grants available to encourage the development of your business. You will learn how to apply, how to decide which grant to apply for, and the required deliverables for each. This program is available to any student enrolled at the University of Michigan.

---WINTER 2007 APPLICATIONS DUE: Friday, February 2 at 12 p.m.
Applications for all Dare to Dream grants are due by 12 p.m. on February 2. Applications should be submitted to zlicontact@umich.edu.

*MARCEL GANI INTERNSHIP PROGRAM UPCOMING DATES
---SUMMER 2007 INFORMATION SESSION: Tuesday, January 23 at 4:45 p.m. in room E1530
At this information session we will discuss the different kinds of internships available, some of the companies that are offering internships, and the application process. Any MBA1 or equivalent evening student is welcome to attend.

---SUMMER 2007 APPLICATIONS DUE: Friday, January 26 at 12 p.m.
The deadline to submit an application for a Marcel Gani Traditional Internship is January 26. Interested students should send their applications to zlicontact@umich.edu.

*CHARLES FRY BUSINESS MEETING
Tuesday, January 9 at 12 p.m.
Charles Fry has contacted the Zell Lurie Institute to find a group of RSB students to help him get a new business started. This business will be similar to community supported agriculture but will offer more options to the consumer. Participation is limited so submit your resume and a brief statement of why you are interested (half page to a page) to rachelul@umich.edu before January 9 at 12 p.m. and participants will be notified that day by 5 p.m. The meeting will take place on Thursday, January 11, 5 – 7 p.m.

*MINGLE ‘n’ MATCH
Tuesday, January 16 at 4:45 p.m. in room W2759
The third Mingle ‘n’ Match is going to be held on the evening of January 16. This is a great opportunity to find team members for your existing team or offer your skills to a team looking for new members. This will also be the last Mingle ‘n’ Match of the school year. Teams in the Michigan Business Challenge and those teams preparing to apply for Dare to Dream grants are encouraged to sign up. To present your
company at the next Mingle ‘n’ Match, email teambuilding@umich.edu. To attend the event, register at http://www.zli.bus.umich.edu/mingle.

*FUTURTECH
Thursday and Friday, January 25-26
FuturTech is the University of Michigan’s business and technology conference that brings together the Ross School of Business, the College of Engineering, the School of Information, and major corporations from around the world. This event features nine panels as well as the Quick Pitch competition. For more information, go to: http://www.futurtech.org/

*BUSINESS PLAN COMPETITION OPEN ENROLLMENT UPCOMING DATES
The following six business plan competitions have open applications. Please review the respective websites and apply directly if you are interested. Notify pskirsh@umich.edu when you apply or register to receive travel reimbursements.

Monday, January 8 for the Entrepreneurial Ventures Competition
Start-up businesses with at least one member of an under-represented minority are encouraged to apply for the Entrepreneurial Ventures Competition. This competition is designed to help students develop their business plan while making contacts with venture capital firms and other entrepreneurs. The deadline to submit an executive summary is January 8. For more information, go to: http://www.aasuconference.com/ventures.html

Friday, January 12 for Clean Tech
Student teams with businesses that offer solutions to improve environmental sustainability are encouraged to apply to the Clean Tech competition. Business plans are due by Friday, January 12. For more information, go to: http://leeds.colorado.edu/entrep/cleantech

Saturday, January 13 for Quick Pitch
Quick Pitch is an exciting, spirited contest where real teams compete on stage to master the art of the elevator pitch. Come and be a part of what it takes to impress an investor by delivering a compelling description of the problem you solve and get plugged into the next generation of entrepreneurs coming out of the Ross School of Business. Applications are available by emailing Mike Urcan (murcan@umich.edu) and are due by January 13, 2007.

Monday, January 15 in San Francisco, California for the Materials Research Society Entrepreneurship Challenge
The Materials Research Society Entrepreneurship Challenge is designed to be a virtual competition for materials scientists and business students from around the world to collaborate on their business proposition before presenting their projects to the judges. Student teams may register for this event but contact the Zell Lurie Institute for information on travel expense reimbursement. For more information about this competition, go to: http://www.mrs.org/entrepreneur

Wednesday, January 17 for the Global Social Venture Competition
The Global Social Venture Competition is a student-led business plan competition to support entrepreneurship in social ventures. The competition is accepting executive summaries through Wednesday, January 17. Student teams may register for this event but contact the Zell Lurie Institute for information on travel expense reimbursement. For more information about this competition, go to: http://socialvc.net/

Thursday, January 18 at Cornell University in Ithaca, New York
Ross BBA and MBA students are invited to apply for a student leader workshop on social change to learn business and entrepreneurship tools to create positive social and environmental change in their universities and beyond. The Institute will sponsor at least two students to attend this event. For more information, go to: http://www.oikosinternational.org/usconvergence/index.php

*EMAIL LIST TO FIND TEAM MEMBERS
Student teams that need team members can join an email group to be notified of students interested in joining a current business team. Emails will be sent once a week as needed containing a student’s interests and skills. To receive these notices, email Rachel Ulrich at rachelul@umich.edu. Students who are interested in joining business teams should also contact Rachel so their information can be sent to interested businesses.

*FIND TEAM MEMBERS ON IMPACT*
Whether you’re interested in competing in the Michigan Business Challenge or simply want to support a student business, using iMpact is another great chance to help you find interested team members or to join an existing team. Simply fill out the form on this website: http://www.bus.umich.edu/WebRecruiters/RequestForms/PostaPosition.asp by following the prompts. The first three letters of the “Position Title” must begin with “MBC.” For example, you may post for a Position Title of “MBC – CFO” or “MBC – team member.” Students who are interested in joining a team should search for the term “MBC” and contact the teams listed. Many students are using iMpact to find teams with open position so be sure to post your business.

*OFFICE HOURS*
Students interested in discussing their business ideas, course options, or entrepreneurial career aspirations can sign up to meet with an Institute counselor. Institute counselors have dedicated specific times to meet with students and therefore signing up for an appointment is much more effective than walking in. Half-hour appointments are available Mondays through Thursdays at various times. Sign up through this website: http://www.zli.bus.umich.edu/meet_zell_lurie/advising.asp.

IN THE NEWS=================================================================================
*BUSINESSWEEK, “THE ENTREPRENEUR’S HOLIDAY BOOKSHELF”*
Professor Thomas Kinnear, recommends the book “Crossing the Chasm” for entrepreneurs building companies in: “The Entrepreneur’s Holiday Bookshelf,” BusinessWeek, Dec. 7. See: http://www.businessweek.com/smallbiz/content/dec2006/sb20061205_376107.htm?chan=smallbiz_smallbiz+index+page_today’s+top+stories

AROUND CAMPUS AND TOWN=======================================================================
*SPARK: RESILIENCY SPRING WITH BARRY MOLTZ*
Thursday, December 14 at 4:30 p.m. at Hylant Group 24 Frank Lloyd Wright Drive, Suite J4100
Barry Moltz, entrepreneur and angel investor, will discuss the foundations of business confidence. Students please contact cmaguire@umich.edu and the Zell Lurie Institute will cover the $20 attendance fee.
For more information or to register, go to: http://www.annarboritzone.org/eventlist.asp?EventID=1094

*ANN ARBOR IT ZONE: SPARK PRE-SEED MONEY*
Wednesday, January 3 at 12 p.m. at SPARK Central 330 E. Liberty Lower Level
Support your classmate Gregg Hammerman of the Frankel Fund as he joins Tom Anderson of Automation Alley, Jim Croce of Next Energy, Skip Simms of Ann Arbor SPARK, and Todd Zahn of NexusTech Ventures to discuss sources of pre-seed money from Angels and VCs. For more information, go to: http://www.annarboritzone.org/eventlist.asp?EventID=1102.

*ANNUAL COLLABORATION FOR ENTREPRENEURSHIP*
Thursday, January 18 at the Washtenaw Community College Morris Lawrence Building
This event promotes innovative and technological business ventures with national and international potential and provides a networking opportunity for Michigan’s entrepreneurs, venture capitalists, support organizations, and students. For more information or to register, go to: http://www.ace-event.org/

CONTACT INFORMATION=================================================================================
ABOUT THE ZELL LURIE INSTITUTE
For more information about the Samuel Zell & Robert H. Lurie Institute for Entrepreneurial Studies, visit: http://www.zli.bus.umich.edu. If you have an announcement you would like to include in the next issue of
ABOUT THE ENTREPRENEUR & VENTURE CLUB
For more information about the Entrepreneur & Venture Club, visit: http://www.evc-club.com