

Formerly the Minnesota Entrepreneurs' Club

Serving Minnesota entrepreneurs since 1981

Real-world entrepreneurial experience

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A Non-Profit 501(c)(3) Corporation with a Mission to Educate, to Inspire and to Act as a Resource for Entrepreneurs and Aspiring Entrepreneurs

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## How to Find Financing...Intelligently - August 14

“Show me the money!” has become the entrepreneurial mantra. On August 14, Dr. Dileep Rao will move the mantra into action with his presentation, “How to Find Financing... Intelligently.”

Dr. Rao has financed over 450 businesses using venture capital, dept, private placements and development finance. Dr. Rao heads InterFinance Corporation (IFC), an \$8 million company that publishes business guides and offers workshops and forums for businesses, financier and developers. He also serves on the board of directors of other emerging ventures while serving as the president of an advisory consulting firm.

An adjunct professor at the Carlson School of Management (University of Minnesota), he is the author of acclaimed business reference books including *Development Finance Source Guide*, *Fast Track Business Plans*, *Financing Business Workbook: How to Structure Your Business Financing*, *Find Financ-*

*ing Frustration-Free*, *NYT Business Financing: 25 Keys to Raising Money* and *Smarter Business Finance*.

In his capacity as CEO of IFC, he consults with businesses regarding business/financial strategies for growth, developing and writing business plans and financing for growth, acquisitions and turnarounds.

Come on August 14, expecting to hear the best advice possible on “How to Find Financing... Intelligently.”

5:30 p.m. Pre-Meeting Seminar

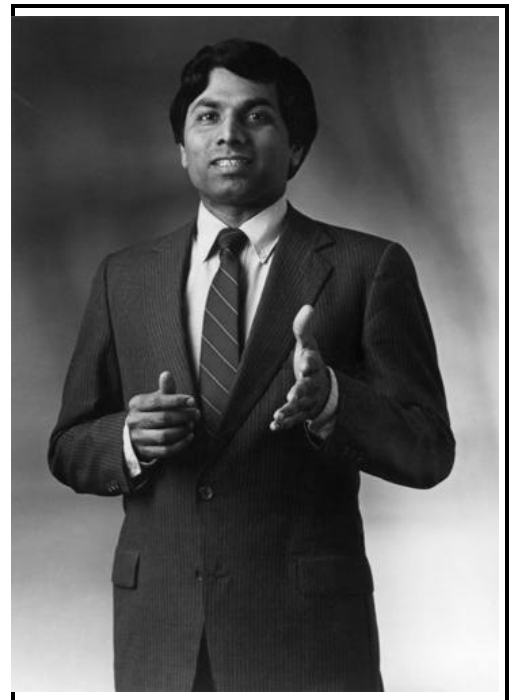
6:30 p.m. Informal Networking

7:00 p.m. Dr. Dileep Rao

\$15.00 for non-members.

Free to members.

For directions to the Minnesota Business Academy (MBA), log onto:  
[www.mnbusinessacademy.org](http://www.mnbusinessacademy.org)



### “Will You Have to Have It? What You Need To Know About Future Tech and Your Business” - Pre-Meeting Seminar

Wireless technology, global positioning units, streamlined supply chains, and the burgeoning Internet is already affecting the way we commute, the way we travel, and the way we deal with trading partners. By the end of the decade, virtually every area of traditional business will be transformed by new technology.

If you're overwhelmed by the technology that bombards you daily, Mike Ellsworth will provide a handy high tech guide at the 5:30 p.m. pre-meeting seminar, “Will You Have To Have It? What You Need to Know about Future Tech and Your Business.”

Ellsworth will examine evolving and future technology trends and their impact on business. He'll show how business will change when everyone has a videophone in their pockets. Learn how you'll have to alter your management practices when your employees can continue to do business no matter where they are, even on vacation? This seminar will help you be on top of the wave, not under it.

Mike Ellsworth is managing principal of Stratvantage Consulting, LLC, specializing in B2B eCommerce strategy, vision, and digital marketing for companies ranging from a Fortune 15 subsidiary to raw startups. Formerly, he was VP, Strategic Planning for B2BXchange, a company that hosted 1,600 portals for selected industries and he also worked for ACNielsen Co. in software. To learn more about Stratvantage Consulting, LLC, log onto: [www.stratvantage.com](http://www.stratvantage.com)

## 8th ANNUAL NORTHERN NETWORKS TRADE CONFERENCE

**Sept. 19-21**

The 8th annual Northern Networks Trade Conference will take place September 19 through 21 at the Radisson Hotel and Conference Center in Green Bay, Wisconsin. The event is co-sponsored by Northern Networks and WEDA, a 450 member organization of professional economic developers from throughout the state of Wisconsin. The dinner sponsor is Northwest-Midwest Alliance.

The conference provides a forum for businesses to explore cross-border sales, investment, alliances and trade networking, facilitated by pre-conference match making. The focus of this event is to facilitate innovative and creative “best practices” in economic development throughout the Midwest and Ontario.

Slated topic include:

- Building and Staffing a World Class Technology Infrastructure
- Economic Trends in the Midwest and Ontario
- Cross-Border Strategic Alliance Initiatives
- Emerging Principles in Economic Development: Industry Clusters as an Organizing Tool for a Successful Economic Development Strategy
- Small Business/New Business Formation
- E-Tropolis: Developing the City of the Future

Golf and an opening reception at the Green Bay Packers Hall of Fame are included in the conference.

Registrants can register online at:  
[www.northernnetworks.com](http://www.northernnetworks.com)

## And The Winner Is... Curtis Stanley

In a random drawing held at the recent Strictly e-Commerce event, a free Minnesota Entrepreneurs Inc. membership was won by Curtis Stanley of Minneapolis.

Congratulations to this lucky entrepreneur!

## NEW AND RENEWING MEMBERS

Erika Flores – Entrepreneur

Robert Klingel – DKS Systems LLC  
Corporate Membership

Curtis Stanley – Winner of Strictly eCommerce drawing

Frederick Wendt – Northwest-Midwest Alliance

## Networking's Back and Working

Maybe it's the MBA locale that lends itself so aptly to meeting and greeting. Perhaps it's both new and returning faces who come early to meetings and then, post-meetings mosey over to Patrick McGovern's Pub & Restaurant to continue conversations. Whatever the cause, networking is back with a vengeance at MEI.

If you're looking to build your business, get answers to tough entrepreneurial questions, need advice on seeking a patent... MEI is *the* place to talk one on one with those who are sharing in your journey. All you need are a stack of business card and a hunger to mix with others who have been bitten by the entrepreneurial bug.

## CALENDAR

**August 14 - MEI Monthly Meeting – 5:30 – 6:30 p.m. – Pre-Meeting Seminar: “Will You Have to Have it? What You Need to Know About Future Tech and Your Business” Mike Ellsworth of StratVantage Consulting LLC 7 p.m. – Dr. Dileep Rao – “How to Find Financing... Intelligently**

Post meeting, Late Nite Networking – Patrick McGovern's Pub & Restaurant at 225 W. 7th Street in St. Paul

**September 11 - MEI Monthly Meeting Synergy Circles with Nancy Stephan, the president of Synergy Resources, Inc.**

### BREAKFAST GROUP

**August 16 – Minneapolis Group meets at 7:30 a.m., Dover Restaurant, Double Tree Park Place Hotel in St. Louis Park. Call Bill Lehnertz-621-948-1105**

## Late Nite Networking

Anyone who wishes more informal networking following the MEI meeting may gather on August 14 at Patrick McGovern's Pub & Restaurant on 225 W. 7th Street. McGovern's is located on the corner of West 7th Street and Chestnut, one block west of the new RiverCenter.

McGovern's offers a full menu until midnight.

## Web Updates

Profits Journal now has a Live Webcast show with breaking entrepreneurial news. Sign on 8:40 a.m. on Thursdays at [www.profitsjournal.com](http://www.profitsjournal.com) and click on “Starting Line.”

Check out [www.vezone.com](http://www.vezone.com) for entrepreneurial updates and much more.

Visit Minnesota Business Academy at [www.mnbusinessacademy.org](http://www.mnbusinessacademy.org)

**MEI Board**

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*Profits Journal*  
 Presents



**Pitch Your Business Idea For \$100!**

Know an entrepreneur who'd like to pitch his company in front of 7,000 investors, emerging company executives and helpful service providers for only \$100? The new **Profits Journal Elevator** allows an individual 100 words to make their pitch to this extraordinary crowd of Upper Midwest emerging company players.  
 Email your Elevator Pitch to [ProfitsMag@aol.com](mailto:ProfitsMag@aol.com)

**Corporate Membership Bargain**

**\$178.00 allows four company members to attend Minnesota Entrepreneurs, Inc. meetings with no door fee.**

**“Never say, ‘It’s a problem” because then it becomes a problem. Consider it a challenge. I never knew that I had a talent until I was challenged.” ... Dorothy Dolphin**

**The Minnesota Entrepreneurs, Inc. - Membership For 2002**

Renewal \_\_\_\_\_ New \_\_\_\_\_ Date \_\_\_\_\_

Yes, I'd like to join. My check for \$79 is enclosed. (No fees at the door for members.)  
 Check for \$178 is enclosed for Corporate membership (Allows 4 employees to attend)

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

e-mail: \_\_\_\_\_

Make \$79.00 check payable to: Minnesota Entrepreneurs, Inc. (\$50 for college/university students) - (\$178 for Corporate Rate)

Mail to: Minnesota Entrepreneurs, 4012 Lynn Avenue, Edina, MN 55416  
 Questions: 952-922-1136

**Minnesota Business Academy**  
**505 Wabasha Street North, Box MEI**  
**St Paul MN 55102**

## **FIRST CLASS**

### **ADDRESS CORRECTION REQUESTED**

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#### **Powerful Guest Speakers**

The list of past speakers at Minnesota Entrepreneurs meetings reads like a "Who's Who" of successful Minnesota entrepreneurs. Speakers are selected for their abilities to inspire and educate entrepreneurs and aspiring entrepreneurs. These "real-world" lessons are invaluable in helping aspiring entrepreneurs succeed.

#### **A Sample of Past Speakers**

Curt Carlson, The Carlson Companies  
Dorothy Dolphin of Dolphin Holdings  
William H. Wenmark, Now Care Medical  
Claire Hovland, Applied Biometrics  
Robert Stephens, The Geek Squad  
Tom Kieffer, Agiliti, Inc.  
David Anderson, James Page Brewery  
Susan Morem, Premier Presentatiuon, Inc.  
Dr. Scott Augustine, Augustine Medical  
David Stassen, Spine-Tech, Inc.  
Alan Ruvelson, First Midwest Ventures, Inc.  
Earl C. Joseph, Anticipatory Sciences, Inc.  
Richard Eichhorn, Cpt Corporation  
Dave Anderson, Famous Dave's Of America  
David Mona, Mona, Meyer, Mcgrath  
Dick Youngblood, Minneapolis Star Tribune  
Donna Green, Performax Products, Inc.  
Gerald Keinath, Novus Windshield, Inc.  
Mark Cohn, Damark International. Inc.  
Richard Perkins, Perkins Capital  
Bahram Akradi, Fitness Corporation of  
Rajiv Tandon, Inst. for Advanced  
Roger Wangen, ABC Priorities  
Scott Bourne, Life Online Radio  
Kay Fredericks, Trend Enterprises, Inc.  
Bert Amdahl, Global Business Partners, Inc.  
Manny Villafana, St. Jude Medical  
Dale Kurschner, The Profits Journal  
Earl Bakken, Medtronic, Inc.  
Carl Pohlad, Marquette Bank & many more  
Harvey Mackay, Mackay Envelope  
Company  
Irwin Jacobs, Minstar, Inc.  
Leeann Chin, Leeann Chin, Inc.  
Rudy Boschwitz, Home Valu, Inc.  
Tom Gegax, Tires Plus Group, Inc.  
Bill Popp, Popp Telcom, Inc.

Glenda Holladay Eoyand, Chaos Limited  
Harlan Jacobs, Genesis Business Centers  
George Kline, Venture Management, Inc.  
Roy Larson, Filmtec Corporation  
Doris Brennen-Webb, Picas & Points  
Chris Berghoff, Control Products, Inc.  
Greg Scott, Scott Consulting Corporation  
Jon Wilbrecht, Wilbrecht Electronics, Inc.  
Esperanza Guerrero-Anderson,  
Milestone Growth Fund

Kojo Ben Taylor, The Pelican Group, Inc.  
Bill La Macchia Jr., Sun Country Airlines,  
Mark Peltier, AromaSys, Inc.  
Gae Veit, Shingobee Builders, Inc.  
Ed Palmer, SolarAttic, Inc.  
Mike O'Connor, gofast.net  
Todd Peterson, UnderWater World, Inc.  
William H. Wenmark, Now Care Medical  
Claire Hovland, Applied Biometrics

**Convenient Parking is Available at the MBA**  
**505 Wabasha Street North in St. Paul**  
**Enter parking ramp from Exchange Street**  
**St. Paul Street Parking is free after 6 p.m.**

This Newsletter is published by the Minnesota Entrepreneurs, Inc., a not-for-profit 501(c)(3) corporation with a mission to educate, to inspire and to act as a resource for entrepreneurs and aspiring entrepreneurs.

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