



Welcome to The Thirteenth Annual Biotechnology Entrepreneurship Boot Camp !

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June 18th
San Diego CA

← DIFFICULT*
EXTREME* →

* FOR ORDINARY ONLY



Entrepreneurship is a mind set

When others see difficulty and experience frustration
Entrepreneurs see OPPORTUNITY





**YOU WON'T GET ANYTHING
UNLESS YOU HAVE THE**

**VISION TO
IMAGINE IT**

JOHN LENNON

The Art of Story Telling



Raising Capital



Dealing with Rejection



A person with large, flowing orange wings stands on a beach at sunset. The wings are made of a light, translucent fabric that catches the light of the setting sun, creating a shimmering effect. The person's hair is long and curly, and they are facing away from the camera, looking out over the ocean. The sun is low on the horizon, casting a golden glow across the sky and reflecting on the water. The overall mood is one of hope and inspiration.

“We must accept finite disappointment
but never lose infinite hope”

Martin Luther King Jr.

Cash is Queen!



Building the Team





Creating a strong company culture

HR = Heart Rate





A vibrant sunset over the ocean. The sun is low on the horizon, casting a bright, shimmering path of light across the water. The sky is a mix of deep blues, purples, and oranges. The foreground shows the dark, wet sand of a beach with some rocks, reflecting the colors of the sunset.

VISION
without action is
DAYDREAM

*

ACTION
without vision is
NIGHTMARE

Japanese proverb

Many phases of growth
Many different needs
From getting the seed capital.....
to dealing with management issues,
regulatory hurdles and ..reimbursement...



Embrace Change







A landscape photograph featuring a vibrant rainbow arching across a cloudy sky. Below the rainbow, a dark ocean stretches to a sandy beach in the foreground. The overall mood is serene and hopeful.

When facing adversity...

Go back to the vision and ask yourself:

What do I want?

Why am I doing what I am doing?

Why am I an Entrepreneur?



“Life is a daring adventure or nothing at all”

Hellen Keller

What's your definition of Success?





Location Location Location



Why San Diego?



More than **1,200**
Life Science
Companies



80 Research
Institutions



illumina
Althea
Thermo Fisher Scientific
Sorrento Therapeutics
Edico Genome
DexCom
NuVasive
Genentech
Conatus Pharmaceuticals
Synthetic Genomics
Sanofi
GlaxoSmithKline
Celgene
Genoptix
Molecular Stethoscope
Human Longevity
Acadia
ViaCyte
La Jolla Biologics
Novoron
Sirenas
Synthorx
Renova Therapeutics

San Diego's Cluster

UNIQUE ECOSYSTEM UNLIKE ANY IN THE WORLD



Academic &
Research
Institutions



Talent



Capital



Collaboration



Supportive
Service
Sector



Government &
Elected Officials
who support
growth

UNIQUE GEOGRAPHIC DENSITY

San Diego County's life sciences:



1,225 life science establishments



contributes **\$19.4 billion**
per year to California's gross product



supports more than **183,000 jobs**



generates **\$33.6 billion** in economic output

FROM THE DAY I TOOK MY FIRST STEPS
AS AN ENTREPRENEUR, I'VE FELT THAT
THE ONLY MISSION WORTH PURSUING
IN BUSINESS IS
TO MAKE PEOPLE'S
LIVES BETTER.

Richard Branson





**THANK
YOU**