



McNeil Center

Entrepreneurship & Innovation

Step Up Clinics - Spring 2024

In-person Wednesdays Noon to 12:50pm – McNeil Hall 215

Theme - Charlie McNeil's PIES theory for success:

Persistence – needed to achieve end results

Integrity – people won't want to work with you without this

Excellence – be excellent in whatever you do

Service – multiple PIEs, give back to your community, Mines, your family

Schedule:

January 24th – Business Formation and Business Leadership, (and being PERSISTENT), by Dr. Terry Lowe. Dr. Lowe is a research professor in MME, an entrepreneur and an innovator of advanced materials and manufacturing for the medical device, metals, energy, and transportation industries.

January 31st – PERSISTENCE for funding, by Dr. Sid Saleh. Dr. Saleh is Director of the McNeil Center for Entrepreneurship and Innovation at Mines. Sid is teaching faculty in EDS and a management researcher who examines how innovators collaborate to develop creative solutions for complex challenges in spite of the constraints they face.

February 14th – The Power of INTEGRITY, by Nigel Clayton. Have you ever been faced with a situation where you didn't know which decision to make? Making the right decision could change your life. Come hear real life examples where INTEGRITY helped others make the right decision to success! Nigel is an MCC (Master Certified Coach) through the ICF (International Coaching Federation) which is the most advanced professional coaching credential in the world. Nigel combines his experience, education, and real life experiences of being an entrepreneur for over 30 years to achieve those shifts with his clients.

February 28th – Legal Structures, by Morgan Cox, alum. Learn more about LLCs, S-Corps, and other entities as well as taking the next steps (EIN, paperwork, taxes) with INTEGRITY. Morgan has advanced degrees in data science and management, as well as an undergraduate background in computer science and entrepreneurship. He brings a unique blend of technical and business expertise to his role as a data scientist, software engineer, and product developer.

March 13th – Marketing Tips by Taylor Anderson, alum. So you build a great product, and it's time to watch those revenues soar! But not so fast... how are your dream customers going to know you exist? How are they going to know you're better than your competitors... who they already love? EXCELLENCE in marketing is all about serving your customer and speaking in their language.

March 27th re: Excellence (speaker/topic TBD)

April 10th – SERVICE through his Startups by Dr. Justin Shaffer. Dr. Shaffer will discuss how his workshops and consulting assists faculty/students with adopting evidence-based strategies. Dr. Shaffer is the founder of Recombinant Education, a Teaching Professor in Chemical and Biological Engineering and the Associate Dean Undergraduate Studies at Mines.

April 24th re: Service (speaker/topic TBD)