

November 2, 2002 at MIT

Seminars by Mr. Cliff Conneighton: “Back to Fundamentals”, and Mr. Mel Epstein: “A Special Executive Coaching Program”.

This is the November’s OCEAN Monthly Meeting. Meeting Moderator: Dr. Jingxuan Kang, Chair of Entrepreneurship Club and vice president of OCEAN. There were two important presentations given by two business experts. The speakers are Mr. Cliff Conneighton and Mr. Mel Epstein.

Mr. Cliff Conneighton is CEO of Conneighton Group (<http://www.conneighton.com>) and author of *Venture Management Handbook: An Entrepreneur's Practical Guide to Stock, Finance and Contracts*. His topic was "Back to Fundamentals". His talk covered vital issues for both start-ups looking for money and also established companies struggling to develop more efficient business operations and achieve profitability. He told how to raise money, avoid troubles and manage to profitability in the post-crash, post-Enron economy. Many other important issues related to VCs and business operations were addressed.

Mr. Mel Epstein is founder and CEO of Leveraged Thinking. He taught Marketing Management and Business Policy at the Harvard University Extension Program in Administration and Management. Mr. Epstein has conducted more than two thousand seminars in four key areas of business: Managing, Marketing, Financing, and Entrepreneuring. His topic was "A Special Executive Coaching Program" which covered all the key areas for succeeding in business.

Following OCEAN news were announced by Dr. Gang Li, President of OCEAN:

- (1). About OCEAN MBA-3 (24 members registered, and starts on 11/2/02)
- (2). About OCEAN Investment Club Series Seminars (45 members joined)
- (3). Great news: Mr. Samuel Mok, Chief Financial Officer of U.S. Department of Labor, will visit OCEAN on Nov. 16 and 17, 2002.
- (4). OCEAN will organize a delegation to visit Beijing, Guangzhou, etc. on December.



Figure 1. Mr. Cliff Conneighton, CEO of Conneighton Group and author of Venture Management Handbook, was receiving an award certificate from OCEAN after talking to OCEAN Members



Figure 2. Professor Mel Epstein, founder and CEO of Leveraged Thinking, was talking to OCEAN Members