



SBIR/STTR Seminar: June 18-19 Proposal Prep—NIH Focus

DID YOU KNOW? The chances of receiving a SBIR grant are 18x greater than getting VC funding

**18% of NIH SBIR applications will be funded
Midsize VC Funds see 400-600 business plans annually, investing in only 3-4
A less than 1% chance of funding**

Is your company considering or planning on submitting a proposal for SBIR/STTR funding through the National Institutes of Health? With the next deadline of August 5 approaching, it is not too early to start the process. BioSTL is sponsoring an intensive, two-day seminar during which nationally recognized SBIR expert and trainer, Lisa Kurek, will provide important information about SBIR/STTR funding and how to craft a competitive proposal that meets the unique requirements of the NIH.

Program Date: June 18-19, 2013, 8:30am - 4pm

Location: Center for Emerging Technologies, 4041 Forest Park Ave. St. Louis, MO 63108

Cost: Missouri attendees - \$150, All others - \$275

Registration: To register, please contact Sarah Kogan at skogan@biostl.org or 413-854-1908
Registration ends June 14. Payment must be made prior to the start of the seminar and is non-refundable. Checks can be made payable to: BioSTL

WHAT YOU'LL COME AWAY WITH:

- Current information on the SBIR/STTR program
- Targeting your proposal to meet the mission and requirements of the NIH
- Technological innovation and commercial merit - what this really means
- Problems and Pitfalls and how to avoid them
- Preparing a Commercialization Plan so critical to successful SBIR/STTR proposals
- Writing a proposal to meet the reviewers' expectations
- How to interact efficiently with program officers and how to use feedback effectively
- Navigating the complicated process of actual submission
- What to do once you learn you are going to be funded (and what next if you learn you are not)