

2011 Stuart Clark Investment Competition Agenda/Guide for Opening Round Judges

Thank you for agreeing to serve as a judge for the 2011 Stuart Clark Investment Competition. To help understand your role and responsibilities, please read the following instructions. If you have any questions, please feel free to contact us.

What to do before the Opening Round:

- Via email you will receive a deal alert from Angelsoft listing the five teams in your track. Please log in and review these deals. You may print a copy of the plans if you like.
- For each team, please review the business plan and fill out the Judging Criteria Written Plan Form. It's very important that you complete this form, complete with comments, as it will be returned to the teams at the end of the competition.
- Please bring the Judging Criteria Forms to the Opening Round on April 1, 2011.

Friday, April 1, 2011:

7:30-7:50am	Coffee and Continental Breakfast at the Mezzanine level, Fort Garry Hotel. The Stu Clark Centre will have an Information Booth set up on the Mezzanine. Please stop by this booth to collect your name tag and the remaining judging forms for Presentation and Viability. One you have had breakfast and collected the necessary materials, please proceed to your assigned room. This can be found in the Program Book you will receive when you check-in.
7:50-8:20am	Rob Warren will come to each room to brief the panel and answer any questions.
8:30-12:40pm	In this round, each team will 15 minutes to present followed by a 20 minute Q&A session and a 10 minute feedback period. Please use the feedback period to offer the team advice on how to improve their plan.

What to do during the Opening Round:

- Please fill out two score sheets for each team (presentation +viability). These will be collected at the end of the morning and returned to the teams. It's important you complete these forms as they will be returned to the teams at the conclusion of the competition.

What to do after the Opening Round:

- Allow the time keeper to collect all three score sheets (written plan, presentation and viability) for each team, business plans and other related materials.
- Lunch is available outside of the presentation rooms. Please feel free to join the buffet line and bring your lunch back to the room for the deliberation session.
- Each room needs to select a winning team and a runner-up. The runner-up team will present in the Wild Card Round scheduled to start at 2:30 pm. The decision on these teams does not have to be made based on the scores found on the various evaluation

forms. Rather, it should be a consensus decision that takes into account the scores received by the team and the judges' evaluation of the venture as a viable investment opportunity. **Please stay in your room until visited by Rob Warren as he will collect the names of the winning and wild card teams. Rob is also available to answer questions during the deliberation process.**

- Our plan is to announce the teams advancing to the next rounds at 1:15 pm.

We appreciate your time and expertise! Please enjoy!

Contact us:

Angad Singh (office) 204-474-8635 and (cell) 204-979-3064

(Email) angad_singh@umanitoba.ca

Tracey Clifton-Hanslip (office) 204-480-1077