

2019 Runway Timings Draft:

9.00am	Arrival and registration/coffee
9:30am	60 Second Intros
10.00am	Workshop 1 :: Crossing the Chasm - from early adopters to mainstream markets
11.30am	Workshop 2 :: Effective negotiation - get what you want, without splitting the difference
1.00pm	Lunch break
2.15pm	Workshop 3 :: Three way alignment - founders, investors and strategics
	15 minute refresh - go visit the 'ask wall'
4.00pm	Workshop 4 :: Series A and beyond - understanding your capital strategy
5.30 - 5.35pm	What resonated with you the most? What are you taking away from this? Discuss
5.35pm	Day ends for Investors - bus to dinner venue at Milton Estate Winery
5:30 - 6:00pm	Founders only session - then bus to dinner venue at Milton Estate Winery
6:00pm	Transport arranged for drinks and dinner