



News & Trending

NEWS

## BYRON KIRKLAND AND MERRILL MASON SELECTED AS FACILITATORS FOR THE COUNCIL FOR ENTREPRENEURIAL DEVELOPMENT'S FASTTRAC TECH TRAINING PROGRAM

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Smith Anderson partners [Byron Kirkland](#) and [Merrill Mason](#) were selected to present at the Council for Entrepreneurial Development's (CED) Fall 2006 session of *FastTrac Tech Training and Mentoring Program for Entrepreneurs*. Smith Anderson lawyers, [Margaret Rosenfeld](#) and [John Therien](#), also participated.

CED hosts the *FastTrac Tech* programs throughout the year to provide practical training that addresses the needs of start-up entrepreneurs. This year's 10-week Fall program held each Tuesday evening combines one-on-one coaching from current and former CEOs and business executives, with top notch lectures from successful entrepreneurs. Program topics include entrepreneurial mindset v. reality; market definition; market research and analysis; market penetration; financial models; alternative funding sources; building an entrepreneurial management team; investor mindset and deal structures; IP protection; managing growth, and cash management and burn rate.

CED selected Smith Anderson as the sole sponsor for the Fall 2006 training program. On November 28th, Mr. Kirkland with Ms. Rosenfeld presented on "Investor Mindset and Deal Structures" and on December 5th, Mr. Mason with Mr. Therien presented on "IP Protection and Financial Models."

Mr. Kirkland practices in the areas of corporate and securities, venture capital, mergers and acquisitions, and technology law. He regularly represents venture funds and diverse companies including public and private entities and start-up, emerging, growth and mature companies. His extensive experience includes public offerings, venture capital financings, mergers and acquisitions, and general corporate law matters.

Mr. Mason also practices in the areas of corporate and securities law. He represents emerging and entrepreneurial companies and focuses his practice on venture capital; securities; mergers and acquisitions; intellectual property; and general corporate matters.