



SPEAKER SERVICES

“Meaningful information must be useful and memorable... everything else is entertainment” - Stephen Furnari

Our goal is to advance the entrepreneurial spirit and provide important legal insights to help you avoid pitfalls and plan for success. We welcome the opportunity to speak to groups of entrepreneurs, legal organizations, and civic and educational institutions.

Please contact us to inform us of the details of your event and inquire about availability.

Featured Speaker

**Stephen T. Furnari, Managing Partner,
Corporate and Securities Services Group**

Audiences of entrepreneurs and business owners enjoy Stephen Furnari as a speaker because his success story parallels their own – creating something from nothing. Beyond a keen understanding of startup legal issues, through his many business dealings he has experienced the bumpy road of business ownership; the sleepless nights of uncertain cash flow; partner relations strained by diverging viewpoints; and vendors, consultants or rainmakers who attempt to prey on cash-poor startups.

Clients who book Stephen experience a passionate and thought-provoking experience as he shares real-life insights and anecdotes that convey legal principles to the audience in terms they will understand and remember. An attorney who serves as advisor, mentor and sounding-board to entrepreneurs, Stephen provides concrete action steps your audience will be able to use and benefit from.

Speaking Topics:

- **Handling VC Rejection: 4 Funding Alternatives When Venture Capital Proves Difficult**
VCs finance less than 0.5% of all companies submitting business plans to them. Learn about the four most common strategies (other than VC or Angel Groups funding) entrepreneurs use to raise the investment capital they require to grow their business. Entrepreneurs who learn which investment strategy is best suited for their business consistently raise more investment capital, faster and with greater success.
- **Is It Legal? Selecting the Best Entity for Your Business and Other Key Legal Issues for Entrepreneurs**
Those planning to dive into business or expand operations will learn to ask the right questions when choosing a business entity to organize. Includes explanations of and a side-by-side comparison of partnership, corporation, LLC, LLP and more.
- **7 Deadly Legal Mistakes that Cost Entrepreneurs Thousands**
It cost business owners 20 times more money to fix a legal problem than doing things correctly from the beginning. Entrepreneurs who learn about these Deadly Legal Mistakes reduce risk in their business, which will make them more successful. Professionals who provide services to

“Well organized and prepared, with useful handouts. A clear and articulate speaking style... obviously familiar with this material. The ease with which he presents the information instills confidence, and the audience knew they could trust the information... answers everything simply and briefly, in a way that clears up any confusion. I look forward to having Mr. Furnari present again in the future.”

Ronni Rosen
Business Advisor / Workshop Coordinator
Small Business Development Center
SUNY Stony Brook - New York

businesses learn how to spot legal 'landmines', which they can then help clients avoid. Their clients save money, and the professional becomes a more valuable asset to their client.

- **An Offer They Can't Refuse: Buying Your Competitor's Business**

One of the fastest ways to grow your business is by acquiring your competitors. Doing so is often much easier than you think. Learn how to make an offer, structure a deal, and fund the purchase price without a huge outlay of your own cash.

Previous Audiences:

- New York University School of Continuing Education
- Stony Brook University School Of Medicine
- Small Business Development Center – Suffolk County
- Farmingdale College
- United Coaching Alliance
- Women's Business Resource Center
- New York University Entrepreneurship Conference 2006, Finance Panelist
- Florida Medical Manufacturers Consortium Annual Meeting, Finance Panelist
- Orthopedic Design and Technology Conference, Finance Panelist

Success Favors the Well Advised

Stephen T. Furnari, Esq

Managing partner of the Corporate & Securities Services Group, Furnari Scher, LLP, Founder of www.AlternativeFundingStrategies.com



Entrepreneurs hire Stephen Furnari because his success story parallels their own – creating something from nothing. Beyond a keen understanding of the legal issues that growing companies face, through his many business dealings he has experienced the bumpy road of business ownership; the sleepless nights of uncertain cash flow; the quest for investment capital; partner relations strained by diverging viewpoints; and vendors, consultants or rainmakers who attempt to prey on cash-poor companies.

Stephen is an entrepreneur, an investor in high-growth businesses, and also a lawyer. He helps young and growing companies develop funding strategies that enable them to raise more investment money, faster and with greater success so they can focus more time on growing their businesses and accomplishing their financial goals.

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Far more valuable than any document a lawyer can produce, his role as advisor, mentor and sounding-board is the reason why his clients have helped him shape a thriving referral-based practice that caters to entrepreneurs and visionaries.

Furnari Scher LLP is a law firm where entrepreneurs, growing companies and the investors who fund them can find sophisticated legal representation performed by lawyers who are also entrepreneurs.
