



**Kick-Off Workshop Agenda**  
**Innovation Node - Los Angeles (IN-LA)**  
**Location: Hyatt Regency Phoenix**

<b>Kick-off Workshop – Sunday, April 28, 2019</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Atrium 2
7:00 pm - 9:00 pm	Welcome Reception	Atrium 2
<b>Kick-off Workshop – Monday, April 29, 2019</b>		
6:00 am – 7:45 am	Breakfast Available	Networks
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Phoenix Ballroom
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Phoenix Ballroom
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Phoenix Ballroom
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Phoenix Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Phoenix Ballroom Foyer
1:30 pm - 2:00 pm	Course Management Software Training	Phoenix Ballroom
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet Available	Phoenix Ballroom Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Phoenix Ballroom
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Phoenix Ballroom
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Remington/Russell A
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, April 30, 2019</b>		
6:00 am – 7:45 am	Breakfast Available	Networks
8:00 am - 8:10 am	Workshop Day 2 Introduction	Phoenix Ballroom
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Phoenix Ballroom Remington/Russell A
11:00 am - 12:00 pm	Value Proposition Lecture	Phoenix Ballroom
12:00 pm - 12:30 pm	Boxed Lunches Available	Phoenix Ballroom Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Phoenix Ballroom
8:00 pm - Finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, May 1, 2019</b>		
6:00 am – 8:15 am	Breakfast Available	Networks
8:30 am - 8:40 am	Workshop Day 3 Introduction	Phoenix Ballroom
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Phoenix Ballroom Borein AB Remington/Russell A
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Phoenix Ballroom
12:00 pm - 12:30 pm	Lunch	Phoenix Ballroom Foyer
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Phoenix Ballroom