



**VCIC<sup>®</sup>**

# Player Handbook

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*Updated October 2010*



# VCIC<sup>®</sup>

VENTURE CAPITAL  
INVESTMENT COMPETITION

## Player Handbook

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## INTRODUCTION

June 1, 2007

Updated: October 7, 2010

Dear VCIC Contestant:

Let me start by saying, if you're reading this on the airplane en route to compete at VCIC regional finals, then I'm really sorry. It's too late. Go ahead and put this back in your paid-for-by-some-corporate-sponsor backpack and read the *Journal*, because I can't help you now. If you've got a month or so to go, then I envy you! You are about to embark on probably the most rewarding journey of your MBA career. I know it was for me, though to be honest, I was one of those guys in the first sentence.

I put this *Handbook* together because I respect the time commitment you have made to participate in VCIC, and I want to make sure that every minute you spend preparing is productive. Let me promise you this: you will immensely enjoy the day you spend at VCIC. There is nothing like it. No other experience at business school has the diversity of challenging activities and the depth of exposure to very smart, creative and successful people. You'll learn more than you thought you could in a day.

I will make you one other promise: every minute you spend preparing will be worth it. Take advantage of VCIC as your excuse to reach out to alumni, classmates and potential mentors to further your own professional network.

And come to win. Winning is good. We'll have a check for you and everything.

See you there,

Patrick Vernon  
Associate Director and Adjunct Assistant Professor  
UNC Kenan-Flagler Business School



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## EVENT AGENDA

### WEDNESDAY

#### **5:00 P.M. – RECEIVE BUSINESS PLANS**

You will receive business plans by email at 5pm in the host school's time zone. Make sure you can receive business plans; some university email systems catch it as spam. You have less than two days to do a month's worth of due diligence. It is imperative that your team has a strategy for handling this workload. During this time your team needs to:

- Read business plans
- Thoroughly research all plans (do not dismiss a plan yet)
- Fully prepare for due diligence sessions, including a list of questions and strategy for each entrepreneur

### THURSDAY EVENING – Recommended arrival time for traveling teams

### FRIDAY

#### **8:00 A.M. – TEAM ORIENTATION**

#### **9:00 A.M. – ENTREPRENEUR PITCHES**

No questions are allowed during the presentations. Slides are not distributed, so it is important to take good notes.

#### **10:00 A.M. – DUE DILIGENCE**

After watching the presentations, each team will have an individual 15-minute Q&A session with each entrepreneur. This session is your chance to get any information you need directly from the entrepreneur to make your decision. It is also the first opportunity judges will have to watch you perform, and each judge will only get to score your performance with one entrepreneur (they can only be in one place at a time). Hence, your team needs to be on its game for all Q&A sessions. **Think of these deals as having been referred to you by a respected colleague or a limited partner.** Even if you know you cannot fund the deal, you will have to explain your decision thoughtfully.

#### **1:00 P.M. – WRITTEN DELIVERABLES**

You only have a few hours to make strategic investment decisions and finalize deliverables (and eat lunch). The executive summary covers all deals: why you did or did not invest. Make sure it explains your investment decision. Try not to use long list of bullets. Instead, prioritize to make your message clear. You may have up to three pages of appendices to further make your point (with graphs, charts, comparables or whatever). Use the supplied Term Sheet Summary template. Judges will receive both deliverables; entrepreneurs will only see the Term Sheet.

#### **1:30 P.M. – NEGOTIATIONS AND JUDGE Q&A (15 and 10 minutes, respectively)**

You have 15 minutes to demonstrate your VC abilities to the judges. You won't be judged on getting to a deal. See Judging Form for specific criteria. Your entrepreneur will have a copy of your term sheet summary (but not the executive summary or attachments). The negotiation session is followed by 10 minutes of Q&A from the VC judges.

#### **4:45 P.M. – VC ROUND ROBIN**

After winners are announced, each team gets one-on-one time with each judge

#### **5:30 P.M. – NETWORKING EVENT**

Past participants strongly encourage you to take advantage of this networking session.

### SATURDAY MORNING – Recommended departure time for traveling teams



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## TIPS FOR PREPARING

Gone are the days when your very bright but unprepared team could arrive at VCIC and expect to make it to the finals. VCIC has become too competitive and the teams too sophisticated. Nowadays, one simple mistake can drop you from 1<sup>st</sup> to 2<sup>nd</sup> place and done for the year. It is no accident that the last FIVE international champions started by winning internal events on their own campuses. Not unlike a sporting event, your ability to perform in the clutch will be a direct result of the time you spend training.

Why spend so much time preparing for VCIC? Because this experience will be one of the most rewarding things you do in graduate school. 98% of participants highly recommend VCIC, and 74% agree it was the “best educational experience of their MBA careers.” That’s 3 out of 4 from top b-schools saying it was the best. And the more you prepare for VCIC, the more you learn and the more rewarding the experience. Simply put: it is well worth your time.

With this in mind, I offer the following four suggestions to best prepare for VCIC:

1. Practice the VCIC process
2. Form a diverse team
3. Recruit VC coaches
4. Create a game plan

### 1. Practice the VCIC Process

I put this #1 because there is no doubt that the best way to prepare for VCIC is to actually go through the process. Would you take the GMAT without taking a practice test? VCIC is a lot more complicated than the GMAT. Your team will be reading, researching, writing, role-playing, questioning, being questioned, rushing, formulating, formatting, fighting... Being acclimated with the process frees you up to concentrate on your winning strategies.

If your school does not already [hold an internal competition](#), consider organizing a small one. This is **by far the best way to prepare** and the best way for your school to select the most competitive team. Even if you only recruit one entrepreneur to pitch to two teams, it will be a very rewarding experience for everyone involved.

If you already won your internal event, organize practice mini-events for your team. The more your team practices reading plans, interacting with entrepreneurs and taking questions from VCs, the better. In a pinch you can use a student business plan team. Go through the entire VCIC process:

- Review the business plan
- Watch the entrepreneur’s 10-minute pitch
- Conduct a 15-minute due diligence session (this is role-playing and practice is especially helpful)
- Negotiate for 15 minutes with the entrepreneur
- Take questions from VCs



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## Tips for Preparing (continued)

### 2. Form a Diverse Team

The best teams have members with diverse backgrounds and skill sets. A good mix might include, for example, a numbers cruncher, an IT guru, a life sciences authority and a marketing whiz. It is also a good idea to make sure you have at least one expert presenter, a term sheet authority and a good negotiator. Strong communications skills are needed throughout your group. A diversity of industry backgrounds is also recommended, as you cannot predict what type of ventures you'll be analyzing at the event.

Teams do not have to be exclusively comprised of business school students. PhDs, JDs and even MDs have done very well at VCIC. The only requirement is that all five team members are graduate students enrolled at your university. This is a "team" competition, and judges are looking for depth.

### 3. Recruit Coaches

Through VCIC you have a rare opportunity to connect with potential mentors in your venture community. Whether you are organizing an internal VCIC or lining up coaches for your team, leading your school's VCIC effort is a great way to network. You should seek out two types of coaches to help you prepare: VCIC alumni and VC professionals.

By "VCIC alumni" I mean anybody at your school who has experienced VCIC, including 2<sup>nd</sup>-year students, recent alumni and your VCIC faculty advisor(s). Have these coaches walk you through the VCIC process and help you create specific strategies for each step of the competition (see item #4 below). Put together a notebook to help next year's team prepare.

The best VCIC teams will develop their own techniques for assessing deals by assimilating the knowledge and experiences of multiple coaches, including venture capitalists, angel investors, entrepreneurs, professors and lawyers that specialize in venture capital financing. Don't rely too heavily on one individual coach. There is a lot of variance when it comes to venture capital.

### 4. Create a Game Plan

Everyone at VCIC is very smart and very well prepared. In this competitive landscape, teams with the best strategies come out on top. Below are some questions your team should discuss before arriving at the competition. Sit with your VCIC alumni coaches and review each point.



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## Tips for Preparing (continued)

Activity	Think about your strategy
Before the competition: team formation	Do we have a well-rounded team? What skills and backgrounds do we have? Are we lacking in specific skill sets or industry knowledge? Do we need some coaching in those areas? Should we nominate a team leader? Should we nominate domain leaders? Should we assign duties prior to the event? How will we make decisions?
Reading business plans	How will we budget our time for research and strategy meetings? How do we divide the research? Do we schedule team meetings to reassess as we go along? Do we rule out a plan as unfundable right away? Do we spend more time on some plans than others? Who is compiling lists of questions for each plan? Do we schedule meetings to discuss question lists?
Entrepreneur pitches	Do we need a strategy for taking and assimilating notes during pitches? How do we incorporate notes we take during presentations into our Q&A strategies?
Due diligence sessions	Who asks the questions? Are we all equally skilled at asking questions? Is there someone who should not ask questions? Who decides which questions to ask? Who decides when we move on to the next question or when we probe further for the information we are seeking? How do we handle talkative or reticent entrepreneurs? How do we create “rapport” with entrepreneurs? What is our technique for getting good answers, not just asking questions? Do we have a tone we’d like to take? Are we friendly? Enthused? Poker-faced? Rushed? Are we united in tone? Good cop, bad cop? How do we balance showing the judges what we know or getting information out of the entrepreneur? Do we pretend that we care about the answers even if we already know we would not invest in this entrepreneur? Should we express our interest or apathy in the deal? Should we try and negotiate preliminary deal terms during the session? Should we use the same strategy with all entrepreneurs or try different techniques?
Decision-making	How do we make decisions? What if there is a tie? How do we divide the workload? Who takes the lead? Do we put time limits on when decisions have to be made to move on to creating deliverables?
Executive summary and term sheet summary	What key messages are we trying to communicate? What do we want the judge to think when looking at this? What format should we use? How does the design affect our message? Who will design our summary? Given time and space restraints, have we discarded all non-essential information? What is our tone? How clear is our point? What do we bring to the table in the deal we funded? Is it clear how we made our decision? How did we arrive at our valuation? Do we want to include appendices, and if so, what point are we making with them?
Negotiations	What is our strategy? What key messages are we trying to get to the judges? How will we introduce ourselves? How hungry are we for this deal? How much do we want to sell ourselves? What key points are deal breakers? Which points should we start with?
Q&A w/VCs	Who will answer questions? How will we divide which types of questions are answered by whom? Where will we stand? Will we introduce ourselves? What is our strategy for fielding questions so that it looks smooth and professional? How can we avoid contradicting ourselves? What strategy can we employ to be as brief and responsive as possible? Should we admit it if we get caught in a mistake? How firm are we in our decisions?



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## SAMPLE FUND PROFILES

*All teams at a VCIC event will receive the same fund profile. You will not know the specific profile until the event. Below are examples; the profile at your event will be different.*

### Sample #1

Size	\$150MM
Term	Formed in mid 2008 with a 10-year term
Other funds	This is the third fund that your management team has raised.
Investment professionals	You may assume any number of partners and associates, including your team members and/or some of the judges.
% of fund committed	10%
Stage focus	Seed, first, and second round
Location	You may choose any geographical location(s) for your office(s)
Intensity focus	80% active, 20% passive

### Sample #2

Size	\$80MM
Term	Formed in early 2005 with a 10-year term
Other funds	This is the second fund that your management team has raised.
Investment professionals	Two partners and three associates, including the members on your VCIC team
In-house expertise	Assume that all members have significant VC experience
% of fund committed	40%
Industry focus	Assume that you have expertise in any industry
Stage focus	Seed and first rounds
Location	A location with significant VC opportunity, but not specifically Silicon Valley or Route 128
Geographic focus	Assume all deals in the competition are within reasonable travel time from your office
Intensity focus	60% active, 40% passive



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## DEAL SNAPSHOT

Pre-Money Valuation	\$
Team's Investment	\$
+ <u>Syndicate Investment (?)</u>	\$
= Total Series "VCIC"	\$
Post-Money Valuation:	\$
% Ownership by Team	%

**EXECUTIVE SUMMARY**  
**TEAM NAME HERE**  
Investing in:  
**COMPANY NAME HERE**

THIS PAGE IS FOR JUDGES ONLY (not entrepreneurs)

### Top 5 Reasons We are Investing

- 1.
- 2.
- 3.
- 4.
- 5.

### Top 5 Reservations

- 1.
- 2.
- 3.
- 4.
- 5.

*Briefly explain the following. You can add up to 3 pages of attachments if you need more space. Delete this line.*

### Your Overall Investment Decision:

**Valuation:**

**Expected Return:**

**Due Diligence:** *Very briefly, describe your strategy or rationale for the questions you asked this entrepreneur.*

COMPANY #2 NAME HERE	NO INVESTMENT
Top Reasons For Not Investing • •	Opportunities and Strengths • •
Brief Explanation:	

COMPANY #3 NAME HERE	NO INVESTMENT
Reasons For Not Investing	Opportunities and Strengths •
Brief Explanation:	

### INSTRUCTIONS TO TEAMS:

- You are not required to use this template, but judges are under tremendous time pressure. Whatever format you choose should be clear and concise.
- Total written deliverables should be no more than 5 pages.  
(1 page executive summary + 1 page term sheet summary + 3 pages attachments max)
- Only the term sheet summary will be given to the entrepreneur.
- Submit all deliverables in one Word or PDF document with filename: teamname.doc/pdf
- Don't rely on color: deliverables will be printed in black & white and photocopied for judges.
- Font size 10 nt minimum



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DEAL SNAPSHOT	
Pre-Money Valuation	\$
Team's Investment	\$
+ Syndicate Investment (?)	\$
= Total Series "VCIC"	\$
Post-Money Valuation:	\$
% Ownership by Team	%

## TERM SHEET SUMMARY

TEAM NAME HERE

Investing in:

COMPANY NAME HERE

THIS PAGE IS FOR JUDGES AND ENTREPRENEURS

<b>Pre-Money Valuation</b>	
<b>Series "VCIC" Investment</b>	
<b>Option Pool</b>	
<b>Board Structure</b>	
<b>Closing Conditions</b>	
<b>Liquidation Preference</b>	
<b>Dividends</b>	
<b>Anti-Dilution</b>	
<b>Key Dates</b>	
<b>Other Key Terms</b>	

### *INSTRUCTIONS TO TEAMS:*

- *You must add or delete terms above as appropriate for your deal. The ones listed above are not necessarily your key terms.*
- *Briefly input term; legal language not necessary and could be detrimental if it makes it difficult for judges and entrepreneurs to quickly grasp your message.*
- *Delete this box.*

*You may add up to 3 pages of attachments FOR JUDGES in any format you like after this page.*

*Submit everything in one Word or PDF document teamname.doc/pdf.*



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## JUDGING CRITERIA

*These are the questions the judges will be using to score your performance at VCIC.  
(in order of priority for each section)*

### **DUE DILIGENCE 33%**

- How well did the team cover what you consider the key issues/questions?
- How did the team seem to understand the business opportunity and strategy?
- To what level was the team able to establish appropriate rapport with the entrepreneur?
- How appropriately did the team lead/control the meeting?
- How well did the team dig into the right issues?
- How skilled was the team at getting information (not just asking a list of questions)?
- To what level did the team appropriately demonstrate their value as a VC firm to the entrepreneur?
- How well did the team demonstrate an understanding of the financial requirements of this deal?
- How well did the group appear to work together as a team (as best you can tell)?

### **TERM SHEET AND NEGOTIATIONS 67%**

- Backed the right horse with the right terms (according to YOU)? Based on the choice you would make if you had to be on a team at VCIC today.
  - Valuation
  - Investment Size/Syndication
  - Board Structure
  - Option Pool
  - Liq. Pref., Anti-Dilution, Dividends
  - Dates and other terms
- Team's performance during negotiation?
  - Focus on the important issues?
  - Establish positive rapport?
  - Demonstrate firm's value?
  - Made progress towards getting a deal?
- How well did the team handle Q&A?
  - Did they demonstrate a mastery of VC skill sets and domain expertise?
  - How well does the team's proposed deal address the concerns of other investors (syndicate, previous, future or skip if not applicable)?
  - How well does the team's investment fit the fund profile, including syndication (or not) and planning for follow-on rounds?
  - Other: Insert any question if the team did something else that stood out, good or bad. For example, were you surprised to get a term sheet on this deal based on due diligence? (OK to skip)
  - How well did the group work together as a team?



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## RULES

**Student Eligibility:** All enrolled graduate students, not just MBA candidates, are eligible, including executive MBA, excluding students who are current full- or half-time paid employees of a venture capital firm.

**No Repeat Rule:** Students can only compete in a regional VCIC once. Internal competitions are excluded from this rule. For example, if you compete and lose in your school's internal event, you may compete again the following year and go on to a region.

**Annual School Participation Fee:** Each school planning to compete at a regional event must pay one non-refundable intent-to-compete fee to reserve a slot. No further fees if you make it to Finals. The early-bird team fee is \$250 (i.e., \$50/student) if paid by October 15. By November 15, \$500 (\$100/student), after which you may lose your slot. By January 1, \$1,000 (\$200/student).

**Team Size:** Except in cases of emergency (to be determined by the VCIC Organizational Team), teams must have five members.

**Alternates:** Teams may not bring a student alternate or observer to the event.

**Substitutes:** Teams may substitute members any time before an event begins. Teams are free to substitute for future rounds. No substitutes may be made during an event.

**Advisors/Observers:** Teams are encouraged to bring a faculty or staff person as an observer. Advisors are welcome to observe all aspects of the event, including judging sessions. **Advisors cannot assist the team in any way** and must avoid communicating with the team until after the competition. Student observers are prohibited except by permission of VCIC HQ, generally only given when a school is considering becoming a new regional host.

**Outside Contact:** After receiving business plans and through the entire event, **students may not receive any help from faculty advisors, coaches, acquaintances in the industry, or anybody else. No emails, no phone calls, no visits.** You may not consult or contact ANY individual outside of your five-member team for any reason. Failure to abide by this rule could result in forfeiture and a revocation of invitation to the next round.

**Research:** Teams are allowed to use any available internet resource or database, whether free or by subscription. Teams may bring books and other printed materials with them. Teams are not allowed to contact any individuals for help (see above, Outside Contact). Another way to state this: any secondary research is allowed; no primary research is allowed.

**Prize Money:** Checks are mailed after the event to individuals designated by winning teams. University accounting can take upwards of 8 weeks to process payments and taxes may be withheld, depending on policies at the host university. Often a social security number is necessary for processing payment. Prize money for VCIC 2010 Finals: 1st-\$5,000, 2nd-\$3,000, 3rd-\$1,000, Entrepreneurs' Choice-\$1,000; VCIC 2010 Regions: 1st-\$1,500, 2nd-\$1,000, EC-\$500.

**School Anonymity:** Students may not indicate their school affiliation to the judges during the competition, including but not limited to emblems on clothing, computer bags, discussions with entrepreneurs, etc. Teams are free to tell each other their schools.

**Dress code:** Business casual.



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**Non-Disclosure of Business Plans:** Participants are required to sign a general non-disclosure agreement (NDAs), available at [www.vcic.org/nda.doc](http://www.vcic.org/nda.doc) if you would like to read it before you arrive. These NDAs help us ensure a culture of respect for our entrepreneurs, without whom we would not have an event. True, VCs do not sign NDAs. Also true, you are not a VC. If you are a VC, please recuse yourself and allow another student from your school to learn from this unique event.

**Distribution of Business Plans:** At regional events, plans are distributed by email on Wednesday at 5pm. At finals, plans are distributed in person at the team orientation, Thursday, 6pm.

**Inside Information:** Upon receiving business plans, any student with prior information about a venture must inform the event coordinator before the kick-off meeting. Failing to do so could result in forfeiture. Generally, you will be asked to show no familiarity during the event. Our experience has shown that inside information is not necessarily helpful, and indeed is often detrimental, to a team's performance. However, the organizers may deem it necessary to recruit a replacement venture.

**Entrepreneur Presentations:** No questions are allowed during presentations. Slides are not distributed.

**Due Diligence with Entrepreneurs:** There are no restrictions on what teams may ask of entrepreneurs during the sessions. However, no contact is allowed between teams and entrepreneurs at any other time during the competition. Teams may quickly introduce themselves to the entrepreneur(s) (not to judges) upon entering the room before the timer starts. When the timer expires, the session must immediately end, even if in mid-sentence, and the team should quickly thank the entrepreneur and leave the room.

**Written Deliverables:** Each team must submit a one-page executive summary (for judges only) and a one-page term sheet summary (for judges and entrepreneurs). Teams may submit up to three pages of additional information to communicate their decision-making process to the judges. Teams may use the supplied templates or bring their own.

**Negotiations and Q&A:** 15-minute negotiation, 10-minute Q&A. Teams will be cut off if they have not finished when the timer expires.

**Local Teams:** Local teams are expected to operate under the same facility restrictions as all other teams. Teams may not take advantage of libraries, computer facilities or other assets that could potentially provide an unfair advantage over visiting teams.

**Publicity:** All participants agree to allow VCIC to use their names and likenesses for the purpose of promoting VCIC in the future.

**Honor Code:** It shall be the responsibility of each student to obey and support the enforcement of these rules. All team members must sign a copy of these rules at the kick-off meeting indicating their agreement to be bound by these rules.

**Dispute Resolution:** All decisions by judges and the VCIC Organizational Team are final. For complaints, questions, concerns or to report possible rules violations, contact the regional VCIC coordinator. These rules may be revised at any time if the purpose of the revision is made in the interest of fairness for all competitors. Revisions will be communicated to all participants as quickly and fairly as possible.



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## NON-DISCLOSURE AGREEMENT

*All participants will be asked to sign this document at the event.*

This agreement is made between VCIC<sup>®</sup> spectators (collectively, the “Designee”), the host school and all companies participating in VCIC<sup>®</sup> (collectively, the “Company”). Company and Designee have entered into a relationship that requires the disclosure to Designee of certain confidential business and trade information proprietary to Company. In consideration of the mutual business covenants between the parties and other good consideration, the parties agree as follows:

1. **INFORMATION DISCLOSED.** Designee requests disclosure of confidential information which will be delivered upon signing of this agreement and a receipt for the disclosed information as follows:
  - a. Business plan, strategy, business financings and related information.
  - b. **USE OF INFORMATION.** Designee agrees to hold the disclosed confidential proprietary information for internal use only in the furtherance of the mutual business enterprise which is further described as follows:
2. The confidential information may only be used in connection with VCIC<sup>®</sup>.
3. **NON-DISCLOSURE.** Designee agrees not to disclose Company confidential information to any third parties or to any of its employees except those employees who are required to have the confidential information in the performance of their duties.
4. **PROTECTION OF CONFIDENTIALITY.** Designee agrees that it shall protect the confidentiality of and take all reasonable steps to prevent disclosure and use of the confidential information to prevent it from falling into the public domain or possession of unauthorized persons. Designee will advise Company in writing of any misappropriation or misuse by any person of the confidential information.
5. **RETURN OF MATERIALS.** Any materials or documents of Company will be promptly returned by Designee to Company, accompanied by all copies of such documentation, at the earliest convenience after Company’s request for return of the materials, or the termination of the relationship between Company and Designee.
6. **PATENT OR COPYRIGHT INFRINGEMENT.** Nothing in this Agreement is intended to grant any rights under any patent or copyright of Company.
7. **TIME PERIOD.** Obligations of confidence under this Agreement shall continue until two [2] years from the above date.
8. The Designee agrees that a breach of this Agreement by the Designee would result in irreparable harm to the Company, and that upon breach, the Company shall be entitled to injunctive relief in addition to monetary damages.
9. **MISCELLANEOUS.** This agreement shall be governed by, and construed in accordance with, the laws of the state in which the VCIC<sup>®</sup> event is taking place, including all matters of construction, validity, and performance. Venue for any action hereunder or related hereto shall be in any state or federal court with competent jurisdiction in the state where the VCIC<sup>®</sup> event is occurring. The Designee hereby submits and waives any objections to the jurisdiction of such courts. This Agreement is binding upon and for the benefit of the parties, their successors and assigns, provided that the right to confidential information may not be assigned. Failure to enforce any provision of the Agreement shall not constitute a waiver of any term hereof.



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## HALL OF CHAMPIONS

2010



1<sup>st</sup> Chicago  
 2<sup>nd</sup> Oxford  
 3<sup>rd</sup> UNC  
 EC Colorado  
 Brigham Young  
 Columbia  
 Dartmouth  
 Georgetown  
 Nat. U. of Singapore

2009



1<sup>st</sup> UNC  
 2<sup>nd</sup> Oxford  
 3<sup>rd</sup> MIT  
 EC Chicago  
 Colorado  
 Dartmouth  
 Indiana  
 Washington

2008



1<sup>st</sup> MIT  
 2<sup>nd</sup> Washington  
 3<sup>rd</sup> UNC  
 EC Wharton  
 Manchester  
 Maryland  
 Notre Dame  
 UCLA

2007



1<sup>st</sup> MIT  
 2<sup>nd</sup> Virginia  
 3<sup>rd</sup> BYU  
 EC Colorado  
 Chicago  
 Harvard  
 INSEAD  
 Maryland  
 USC

2006



1<sup>st</sup> Washington  
 2<sup>nd</sup> NYU  
 3<sup>rd</sup> Michigan  
 EC Colorado  
 Cambridge  
 Duke  
 Harvard  
 MIT  
 USC

2005



1<sup>st</sup> Berkeley  
 2<sup>nd</sup> MIT  
 3<sup>rd</sup> Chicago  
 EC Texas  
 Colorado  
 Harvard  
 UNC  
 Wharton

2004



1<sup>st</sup> Washington  
 2<sup>nd</sup> Wharton  
 3<sup>rd</sup> MIT  
 EC Virginia  
 Chicago  
 Cornell  
 Notre Dame  
 Texas

2003



1<sup>st</sup> UNC  
 2<sup>nd</sup> San Diego St.  
 3<sup>rd</sup> Harvard  
 EC Texas  
 Columbia  
 Duke  
 UCLA  
 Wharton

2002



1<sup>st</sup> Michigan  
 2<sup>nd</sup> UNC  
 3<sup>rd</sup> Duke  
 Berkeley  
 Carnegie Mellon  
 Harvard  
 Washington Univ.  
 Wisconsin

2001



1<sup>st</sup> Yale  
 2<sup>nd</sup> Maryland  
 3<sup>rd</sup> Washington U.  
 Michigan  
 San Diego State  
 UCLA  
 UNC  
 Wharton

2000



1<sup>st</sup> Carnegie Mellon  
 2<sup>nd</sup> UCLA  
 3<sup>rd</sup> Emory  
 Colorado  
 Georgetown  
 Texas  
 Wharton

1999



1<sup>st</sup> Duke  
 2<sup>nd</sup> Virginia  
 3<sup>rd</sup> Texas  
 Maryland  
 UNC  
 USC  
 Wake Forest

1998



UNC  
 Duke  
 Virginia  
 Wake Forest



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Wisconsin

Wharton

## REGIONAL HOST SCHOOLS

Bringing a VCIC regional competition to your campus connects you and your school with a world-class event. VCIC host schools are on the vanguard of entrepreneurship education and are consistently ranked as top entrepreneurship institutions. As a student leader, there is no program that can bring more bang for your efforts than VCIC.

Go to [www.vcic.org](http://www.vcic.org) or email [vcic@unc.edu](mailto:vcic@unc.edu) for more information.

**What do these top business schools have in common?**

**They all hosted VCIC.**

What have you done for your school lately?

Apply online: [www.vcic.org](http://www.vcic.org)



# VCIC<sup>®</sup> Player Handbook



## REGIONAL HOST APPLICATION

There are eight VCIC regions: seven in the U.S. and one in Europe. All events take place in February and March. International Finals occur in Chapel Hill in April. See below for regional host responsibilities. This application is available online at <http://www.vcic.unc.edu/vcicRegionalHostapp.cfm>.

Team Leader Name	Title
Email	<input type="checkbox"/> Student <input type="checkbox"/> Faculty <input type="checkbox"/> Staff
Organization (club, center, etc.)	Faculty/Staff Advisor (if student above)
University Name	Advisor Title
Business School Name	Advisor Email

Briefly, why do you want to host a VCIC Region?

What is unique about your program that will make it a particularly strong VCIC host school?

Please list the names and titles of students, staff and faculty who will participate on your VCIC organizational team.



**VCIC National Headquarters will provide:**

- An Organizers Binder and digital templates for all materials needed for the competition
- A judge coordinator on-site for the event to run the judging process and assist with logistics
- Banners and signs

**Regional Hosts are responsible for:**

- Reserving facilities (two classrooms and six study rooms) for one day
- Recruiting six VC judges and three presenting entrepreneurs
- Funding event:
  - Prize money: \$3,000
  - Food and supplies: \$1,000 (minimum)