Big Idea CONNECTpreneur

FORUM PROGRAM
BALTIMORE, MD

NETWORKING & PITCH SHOWCASE

Program Book

Big Idea CONNECTpreneur Forum

The best networking event in the Mid-Atlantic



November 12, 2026

8:00 AM – 12:00 NOON · BALTIMORE, MD

SR NEXT

JOHNS HOPKINS
CAREY BUSINESS SCHOOL

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Big Idea CONNECTpreneur

WELCOME

Welcome to the Big Idea CONNECTpreneur Forum

This morning brings together founders, investors, CEOs and ecosystem leaders from across the Mid-Atlantic for a focused half-day of networking, insight and deal flow.

You'll hear from four active investors on our Early Stage Investor Panel about the latest trends in VC and angel investing, and watch four promising early-stage companies make their case in our Rocket Pitch showcase. The morning closes with open networking — the part of the day many guests come for.

ABOUT CONNECTPRENEUR

CONNECTpreneur is a global community of founders, investors, CEOs and business leaders. It runs some of the largest virtual investor pitch events alongside in-person Forums like this one.

240,000+
community members

1,600+
companies presented since 2012

~50%
of presenters funded by network investors

45,000
business leaders have attended our Forums

THURSDAY, NOVEMBER 12 · 8:00 AM – 12:00 NOON

Agenda at a Glance

8:00 – 9:30 AM	**REGISTRATION & NETWORKING**
9:30 – 9:45 AM	**Welcome Remarks** **Tien Wong** - CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum **Alex Triantis** - Dean, Johns Hopkins Carey Business School
9:45 – 10:15 AM	**Company Showcase · Rocket Pitch** Promising early-stage companies **AVEALTO Ltd.** Walt Anderson · p. 8 **Cash Margin Partners** John Valenti · p. 9 **ColdSnap** Matt Fonte · p. 10 **Compact Medical** Jonathan Merrell · p. 11
10:15 – 11:00 AM	**Early Stage Investor Panel** Latest trends in the VC & angel investing world **Moderated by: Prof. Supriya Munshaw** Associate Dean for Academic Programs, Johns Hopkins Carey Business School **Jeff Cherry** Managing General Partner, Conscious Venture Partners **Chris College** Managing Partner, TCP Venture Capital **Deborah Hemingway** Managing Partner, Ecphora Capital **Katherine Hill Ritchie** Senior Director of Venture Funds, TEDCO
11:00 AM – 12:00 PM	**NETWORKING**

9:30 AM & 9:45 AM

Speakers



Tien Wong

Chairman & CEO, Opus8, Inc. · Founder, Big Idea CONNECTpreneur Forum

Tien Wong is a private investor, serial tech entrepreneur, and capital formation strategist operating at the intersection of VC, private equity, and alternative investments. He is Chairman & CEO of Opus8, Inc., a private investment and advisory firm that invests in exceptional life sciences, medtech, AI, and tech-enabled services companies, and advises promising growth companies and alternative investment fund managers on capital formation, financing strategy, and strategic growth.

Mr. Wong is the Founder and Executive Chairman of CONNECTpreneur, a global community of more than 240,000 founders, investors, CEOs, and business leaders. Since its founding in 2012, CONNECTpreneur has grown into one of the world's leading private investor networking and capital formation platforms, organizing large-scale virtual investor pitch events and in-person forums featuring distinguished speakers, exceptional presenting companies, and high-value executive and investor networking. More than 1,600 companies have presented through CONNECTpreneur, with around 50% securing capital through relationships developed within its investor network. Its flagship forums regularly attract hundreds of participants, including entrepreneurs, angel investors, VCs, family offices, private equity professionals, and institutional investors.



Alex Triantis

Dean, Johns Hopkins Carey Business School

Alexander Triantis became the third dean of Johns Hopkins Carey Business School in 2019. He has built a reputation throughout his career as a strong, personable, and pragmatic leader skilled at building consensus around a strategic vision.

Prior to joining Carey Business School, Triantis served as dean of the Robert H. Smith School of Business at the University of Maryland from 2013 to 2019, and chair of the Finance Department from 2006 to 2011. Previously, he was a visiting scholar at MIT's Sloan School of Management, and an assistant and associate professor of finance at the University of Wisconsin. Triantis received his PhD in industrial engineering (with a specialization in finance) from Stanford University and his BASc and MEng degrees from the University of Toronto.

INVESTOR PANEL · 10:15 AM

Early Stage Investor Panel



Prof. Supriya Munshaw

Associate Dean for Academic Programs, Johns Hopkins Carey Business School

Supriya Munshaw is an Associate Professor of Practice and Associate Dean for Academic Programs. Her primary interest lies in the commercialization of early-stage technologies especially in the life science and medical device industries. At Carey, she has taught several courses including Discovery to Market, Pharmaceutical Strategy, Statistical Analysis, Business Leadership and Human Values, and New Product Development. She was one of the founders and organizers of the Johns Hopkins Bootcamp for Biomedical Entrepreneurs and is now actively teaching Technology Entrepreneurship courses through the Executive Education Program. She serves as the Associate Director of a NIDA-funded entrepreneurship education program called Innovations for Substance Use Disorders. Outside of Carey, she is a general partner at TCP Venture Capital investing in technology startups headquartered in Baltimore. Additionally, she has served as adjunct faculty for the NSF I-Corps program and on several NIH SBIR grant review panels.



Jeff Cherry

Managing General Partner, Conscious Venture Partners

Over the last 29 years, Jeff has been a designer, CEO, educator, consultant and investor. He brings right- and left-brain thinking to problem-solving, business creation and investing, helping companies develop more conscious, purpose-driven business models and helping investors build societal as well as financial value. As CEO of The Porter Group and Founder and Executive Director of the Conscious Venture Lab, Jeff is an evangelist for the transformation of capitalism. The Porter Group is a venture capital firm investing in early- and growth- stage companies at the intersection of profit and purpose; the Conscious Venture Lab is an accelerator for these businesses, built on the tenets of Conscious Capitalism® and societal purpose. Jeff is a frequent speaker on impact investing and new models of business, with recent talks at the University of Maryland, UVA's Darden School, Yale, Columbia, Chicago Booth, Howard Community College and the University of Baltimore.

Early Stage Investor Panel



Chris College

Managing Partner, TCP Venture Capital

Chris is an experienced venture capital professional with deep expertise in structuring, negotiating and executing transactions, having closed more than 70 transactions worth over $2.0 billion. He leads the strategy and operations of TCP Venture Capital. Previously he was Head of the Private Finance Group at Stifel Nicolaus (2006–2012) and was with the Private Finance Department of Legg Mason Wood Walker (2001–2006), which he joined in 1999 as part of its investment banking team focused on technology M&A and IPOs. From 1992 to 1997 he was an investment banker with Robert W. Baird & Co. Chris holds a BA in economics from Northwestern University and an MBA from Emory University.



Dr. Deborah Hemingway

Managing Partner, Ecphora Capital

Dr. Hemingway brings 20+ years of entrepreneurial, scientific and investing experience in business formation, technology commercialization, startup leadership and medical device entrepreneurship. A serial entrepreneur, angel investor, philanthropist and board member in Maryland, she mentors in the FedTech accelerator and advises eight Mid-Atlantic biotech companies, including Pathotrak, Relavo, Playwell and Aloe Therapeutics. She is a venture partner at NextGen Venture Partners and was named UMD Dingman Center's 2019 Angel Investor of the Year.



Katherine Hill Ritchie

Senior Director of Venture Funds, TEDCO

Katherine has 19 years of finance and investment experience and is a frequent speaker and contributor to investment conferences and publications worldwide. In 2009, while working in Geneva, she founded Private Capital Investments, LLC to offer personalized investment services to family offices; through the firm she has worked with eight family offices and four billionaires. She is a Director and Board Member of the Nottingham Spirk Family Office, and her past roles include Simon Group Holdings, Eden Capital, PEX Global and Wedge Alternatives. During seven years in Switzerland she was a Managing Director at Palladio Alternative Research and a Senior Analyst and Investment Committee Member for the Saad family office's $3.5 billion portfolio.

An early-stage angel investor and member of Citrine Angels, she sits on the investment committee of University Impact and advises startups, with a focus on female and diverse founders, technology, medtech, consumer and impact companies.

COMPANY SHOWCASE · 9:45 AM

Rocket Pitch

Four promising early-stage companies. Each company's executive summary follows on the next pages — meet the founders during networking from 11:00 AM.

COMPANY	SECTOR	RAISING	PG
AVEALTO Ltd. Walt Anderson	Telecom · High-altitude wireless infrastructure	**$3M now · $50M target**	**08**
Cash Margin Partners John Valenti	Retail tech · AI-driven inventory liquidation	**$550K SAFE**	**09**
ColdSnap Matt Fonte	Food tech · Freeze-on-demand pod system	**$10M**	**10**
Compact Medical Jonathan Merrell	MedTech · Controlled manual ventilation	**$4.5M Series Seed**	**11**

AVEALTO Ltd.

ACCREDITED INVESTORS ONLY

avealto.com equiries@avealto.com

An Opportunity To Invest In A Transformative Telecommunications Technology That Will Open An Untapped $90+ Billion Market

AVEALTO Limited, a UK Company, is raising $3 million to support time sensitive activities and market opportunities, prior to a raising an additional $37 Million to begin commercial operations.

$50M	EQUITY	FUTURE OPTION
TARGET RAISE	VOTING SHARES	DEBT FUNDING OPPORTUNITY

Why is this interesting?

- 3 Billion People in the world do not have routine access to Telecom and internet services.
- Most of those people live in regions served by telecommunications satellites.
- Satellites are too expensive for most users.
- AVEALTO has completed the R&D and prototype testing for a transformative technology that is significantly lower in cost and higher in quality than Starlink and other telecom satellites.
- AVEALTO could be highly disruptive to the telecommunications satellite market

Snapshot – Terms At A Glance

Raise Target: $50M
Structure: Equity
Minimum: $50,000
Eligibility: Accredited Investors
Option: 1srt Rights To Debt Offering

Walt Anderson – Founder & Managing Director

- 25 years experience in telecom & aerospace
- Founded 2 prior unicorns in the telecom market segment.
- Backed by a highly experienced management team.

The Technology

- AVEALTO will operate a fleet of high altitude Wireless Infrastructure Platform (“WIP”) vehicles which will maintain a stationary position in the Stratosphere
- Each WIP vehicle will provide wholesale telecom and internet infrastructure within a 150 mile (240 kilometer) diameter area of 45,239 square kilometers.
- WIP vehicles will only be deployed to regions where demand already exists for profitable operation from day one.
- AVEALTO has been granted 3 key patents.

Market Opportunity

- AVEALTO will offer wholesale infrastructure capacity to telecom operators for 80% less than Starlink and other satellites.
- An existing $26 billion market where AVEALTO will be the lowest cost and highest quality provider and a $90 billion untapped market will be opened to close the Digital Divide worldwide.
- WIP technology has unusually high margins.
- AVEALTO has customers waiting for service in many parts of the world.

OFFERING PACKAGE AVAILABLE

waltanderson@avealto.com

+1 202-817-9222

CASH MARGIN PARTNERS

Executive Summary

November 10, 2026 · John Valenti, Founder & CEO · Confidential

CMP turns independent retailers' trapped inventory back into cash. Like StubHub for excess inventory, it matches vetted buyers and sellers, never takes title, charges nothing up front and is paid 20% when a lot settles. US independent retail holds $75B to $200B of dead and slow stock. CMP is live from Delaware to South Carolina since July 2026, national by the end of 2027.

$3.5M	$354K	101	4.92M
Largest lot, $13M retail; buyers lined up	Priced pipeline, 6 lots in market	Buyers opted in to receive manifests	Xero customers in reach, deals signed

Traction: four months in market

- **Largest lot, $3.5M:** $13M at retail, about 170,000 items in 18 truckloads. The first buyer negotiated about $2M at close to asking, then stepped back over logistics, not price. Other buyers are lined up. The lot is on hold while the supplier prepares the goods and will return to market in truckload-sized pieces.
- **Pipeline:** six lots, about 421,500 units and $354K priced, now being shopped to buyers.
- **First deal signed:** a $45K lot with Via Trading, about $7K to CMP, closing once the seller confirms pickup details. No deals closed as of November 9.

Path to revenue

In October CMP moved to buyer-led selling: find buyers with cash, record what they want, then source matching lots, on a 10-business-day cycle. Targets: first closed deal by November 27, 2026 and three by February 5, 2027. CMP projects revenue scaling to $50M in 2030, with international launches in Italy, Mexico, Canada and Brazil in 2027.

Distribution

CMP has signed both co-marketing and referral agreements with Xero (4.92M customers worldwide): CMP recommends Xero to retailers without an accounting platform, and the two companies market jointly to small retailers. Ramp and Databox are live; QuickBooks is next. The platform is live with Shopify, Square and Lightspeed.

Board and team

Directors, both investors: Kelyn Brannon (took Arista Networks, Calix and Astra Space public as CFO) and Jeff Freedman (former CAO and General Counsel, CAA). Team: John Valenti, Founder and CEO (early StubHub, Warner Bros., TCI Interactive); Henry Fadoni, Sales; Ross Blanchard, Business Development; platform by Ashlr.AI.

The ask

$550K more on a SAFE at a $5M cap, with a discount. $450K is in of a $1M round, from investors including Kelyn Brannon, Jeff Freedman and Sandy Climan. Closing within two weeks: $10K to $25K checks now, $25K to $50K to close.

John.Valenti@CashMarginPartners.co

Forward-looking statements are projections. Not an offer to sell or a solicitation to buy securities.

ColdSnap

SCAN TO SEE OUR STORY OR CLICK **HERE**

POD - MACHINE SYSTEM



Freeze on Demand - Freshly Frozen

VALUE PROPOSITION

Personalization: Choose your product and flavor

Convenience:

- No pod preparation. Single serve.
- Real dairy, clean label. Ready to use.
- Shelf stable pod. No freezer needed.
- Eliminate cold supply chain
- No machine cleaning needed
- Food does not touch the machine
- Plug and play - no waterline or drain needed

PRODUCT PORTFOLIO

ColdSnap Machine



Premium Ice Cream



Non-Dairy Frozen Desserts



Frozen Lattes



Frozen Smoothies



Frozen Protein Shakes



Frozen Cocktails



Boozy Ice Cream



SELECT AWARDS



PATENTED TECHNOLOGY



135
Issued Patents

3,000
Issued Claims

2,500
Machines Sold Since April 2024 Launch

1.2M
Pods Sold Since April 2024 Launch



FINANCIAL SNAPSHOT

$15M
2027E Net Revenue

$137M
2031P Net Revenue

75%
2027E-31P Net Revenue CAGR

54%
2031P Gross Margin

$53M
2031P EBITDA

39%
2031P EBITDA Margin

POD PRODUCTION FACTORY

- Commissioned in April 2024
- Capable to produce 40M pods/year

INVESTMENT OPPORTUNITY

Seeking: $10M
Series F: Raised $21+M
Use of Capital: Growth capital

- Bridge to net cash flow positive
- Focused on US commercial
- Future markets include US residential and international

Matthew Fonte, PhD | mfonte@coldsnap.com | (617) 270-6608 | www.coldsnap.com

compactmedical INCORPORATED

Executive Summary

NOVEMBER 2026

THE PROBLEM

Cardiac arrest affects 1 in 14 people over a lifetime,[1] **up to 90% do not survive CPR**, and only 8.2% of out-of-hospital patients survive neurologically intact.[2]

Manual ventilation is the least controlled step in a resuscitation, and users have been shown repeatedly to deliver air with incorrect tidal volumes, pressures, and rates.[3,4] These are associated with a host of patient harms including pneumothorax, ischemic brain injury, loss of coronary artery perfusion, and death.[3,5] Traditional bag valve masks promote these errors.[4]

THE PRODUCT

The ButterflyBVM is the first new-concept manual ventilator to reach the market in 70 years. It is a single-use resuscitator with volume, pressure, and rate controls to help users get it right, and is the first BVM **cleared by the US FDA** with indications for adults, children, and infants within a single device. It is protected by **5 issued US patents**.

With the ButterflyBVM, untrained users have been shown to outperform experienced providers using legacy products that they have been trained on for years.[6,7] See stats below.



butterflybvm™



- **Tidal volume control**
- **Pressure Control**
- **Rate control**
- **Cares for adults, children, and infants with a single device**

DEVICE PERFORMANCE

87%

lower risk of exceeding safe tidal volume vs. Ambu SPUR II[6]

10×

more likely to ventilate in guideline range, untrained[7]

76 → 2

excess-pressure failures after switching to the ButterflyBVM[6]

MARKET

US bag valve mask market ~**$220M**, growing 5–6% annually. Global market projected to exceed $936M by 2031.[8]

TRACTION

Since product launch Dec 2025: **4,706 units placed** · over 500 purchasing agencies · **$333,000 in revenue**.

MIX & DISTRIBUTION

81% EMS · 5% hospital · 14% military and other. Distributors: Penn Care, MED Alliance Group, North American Rescue.

THE RAISE

Raised to date: $4.8M invested + $1.75M in non-dilutive NIH, NSF, and other grants. Now raising a $4.5M Series Seed on a $12M pre-money valuation, $2.25M still open as of 11/3/26. Committed: Elevate Ventures, West Suburban Angels, Start Something Ventures and others.

Planned Use of proceeds — scale, revise manufacturing of the bellows, expand sales team to push into western US markets, reduce raw materials costs, increase assembly line efficiencies, lay regulatory groundwork for push into international markets.



The map keeps filling in.
Over 500 agencies purchased

LEADERSHIP

Jonathan Merrell, MD
Co-founder & CEO
Biomedical Engineer / Board Certified Pediatrician

Adam Scott
Co-founder & COO
Biomedical Engineer / Former J&J Product Developer

Natalie Christenson
CFO
Former Sr. Finance Manager, Medtronic; Internal Auditor, Boston Scientific

Jeanne Harman
Dir. of Sales & Education
Critical Care RN; sales champion at Laerdal, ZOLL, Vidacare

Contact: Jonathan Merrell, MD · CEO · 757-677-6422 · jon@butterflybvm.com

Sources: 1. Bogle BM, Ning H, Mehrotra S, Goldberger JJ, Lloyd-Jones DM. Lifetime risk for sudden cardiac death in the community. J Am Heart Assoc. 2016;5(7) — lifetime risk at age 45 of 10.9% in men and 2.8% in women; combined all-sexes figure of ~1 in 14 derived from these data. 2. CARES 2024 Non-Traumatic National Survival Report; 2025 AHA Guidelines for CPR and ECC, Part 9; American Heart Association, CPR and Resuscitation facts (Nov 2025) — out-of-hospital cardiac arrest "results in death 90% of the time." 3. Aufderheide TP, Sigurdsson G, Pirrallo RG, et al. Hyperventilation-induced hypotension during cardiopulmonary resuscitation. Circulation. 2004;109:1960–1965. 4. Dafilou B, Schwester D, Ruhl N, Marques-Baptista A. It's in the bag: tidal volumes in adult and pediatric bag valve masks. West J Emerg Med. 2020;21(3):722–726. 5. Aufderheide TP, Lurie KG. Death by hyperventilation: a common and life-threatening problem during cardiopulmonary resuscitation. Crit Care Med. 2004;32(9 Suppl):S345–S351. 6. Merrell JG et al. Improved simulated ventilation with a novel tidal volume and peak inspiratory pressure controlling bag valve mask. Resuscitation Plus. 2023;13:100350 — 87% figure derived from reported data. 7. Pediatric simulation study, Resuscitation Plus 2025, PMID 41142215; OR 10.5 (95% CI 4.1–26.5), p<0.001. 8. Grand View Research, "Bag Valve Mask Market Size, Share & Trends Analysis Report," 2023–2030 edition (published 2023)

WITH THANKS

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Johns Hopkins Carey Business School

Grounded in the Johns Hopkins' legacy of excellence and research, Johns Hopkins Carey Business School shapes business leaders who seize opportunity, inspire change, and create lasting value. We bring a modern business perspective to Johns Hopkins by shaping leaders who build for what's next ®. With campuses in Baltimore, Md. and Washington, D.C., Carey offers full-time, part-time, and online MBA and MS degree programs, and executive education programs for the global marketplace that are data-driven and built to compete in an everchanging business world. Carey's faculty are thought-leaders, trailblazing what's next in the business world and in the classroom. And at Carey, we learn by doing. For more information, visit carey.jhu.edu.

SR NEXT

SR NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. SR NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. SR NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success. SR NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior services across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher- priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.

Buzzy Rocket

Buzzy Rocket was founded 12 years ago with the mission to help startups grow and scale their businesses. Debbie and Victoria do this with their decades of marketing experience combined with their first hand experience founding, growing and scaling successful startups. They only work with 6 startups at any given time so they can provide 1:1 attention to you and your team. The Buzzy Rocket team is also made up of web developers, graphic designers and copywriters so they can help you easily execute the marketing strategy they create. Learn more about their services at BuzzyRocket.com.

WITH THANKS

Event Partners











































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Host Committee

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Chris Ross
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Consultant
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Chief of Staff
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CEO
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Customer Solutions
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CEO
SOAR Community Network



MICHAEL RIEMER
CEO & Board Member
Vocinity

SAVE THE DATE

Upcoming Events

DEC 10 · TYSONS CORNER, VA

CONNECTpreneur Forum

JAN 10 · SAN FRANCISCO, CA

Healthcare Investor Brunch

FEB 4 · BALTIMORE, MD

CONNECTpreneur Forum

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CONNECT with us!









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VIRTUAL & IN-PERSON

CALL FOR PRESENTERS

WHY PRESENT WITH US



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Reach the business leaders in our community

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Tien Wong
CEO
twong@opus8.com

Skylar Rallison
Community Manager
srallison@opus8.com

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- ✓ Live Investor Engagement Opportunities

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