



LOWELL MILKEN INSTITUTE
SANDLER PRIZE FOR NEW ENTREPRENEURS

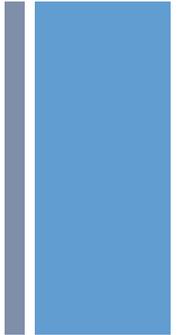
LOWELL MILKEN INSTITUTE
FOR BUSINESS LAW AND POLICY

UCLA | SCHOOL OF LAW

October 12, 2022



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SANDLER PRIZE FOR NEW ENTREPRENEURS

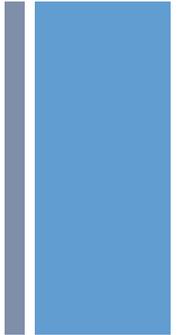


\$50,000

IN PRIZES!



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■ **First Place Prize:**

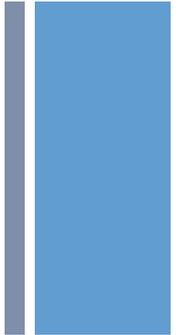
\$4,000 for each

member of the First

Place Prize Team



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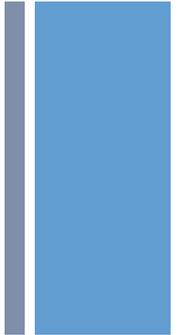
■ **Second Place Prize:**

\$2,000 for each

member of the Second
Place Prize Team

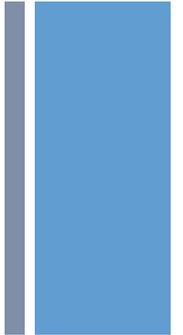


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■ **New Venture Prize:**

\$2,500 for each
member of the
winning team

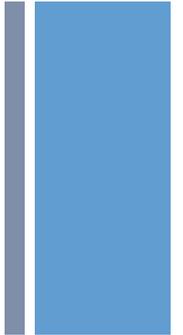


■ **New Venture Prize:**

- A venture that has not operated prior to this competition, and
- That has not won any award in any entrepreneurship competition prior to the date of the Final Round of the Lowell Milken Institute-Sandler Prize competition



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- The New Venture Prize winner is also eligible to win the First Place Prize or Second Place Prize



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**A TEAM BUSINESS
PLAN COMPETITION
FOR UCLA STUDENTS
TO DEVELOP NEW
VENTURES**



A TEAM OF UCLA STUDENTS



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- Two to six members
- All team members must be Eligible under the Competition Rules
- Each team, depending upon its size, must have one or two Eligible Law Students



A TEAM OF UCLA STUDENTS



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- Every team members must be Eligible UCLA Students:
 - a person enrolled at UCLA as a full-time undergraduate, graduate or professional school student who is in good standing with his or her school at UCLA or an Eligible Law Student
 - Person still eligible even if the person graduates after Dec. 1, 2022.



A TEAM OF UCLA STUDENTS



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- For teams of 2 or 3 members, **at least one member must be an Eligible Law Student:**
 - a student, currently enrolled in UCLA School of Law, in good standing, and eligible to graduate with a J.D. degree, an LLM degree or S.J.D. degree in May 2023 or 2024
or
 - a graduate of UCLA School of Law who was awarded a J.D. degree, an LLM degree or S.J.D. degree in 2022.



A TEAM OF UCLA STUDENTS



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SANDLER PRIZE FOR NEW ENTREPRENEURS

- For teams of 4 to 6 members, **at least two members must be an Eligible Law Student:**
 - a student, currently enrolled in UCLA School of Law, in good standing, and eligible to graduate with a J.D. degree, an LLM degree or S.J.D. degree in May 2023 or 2024
or
 - a graduate of UCLA School of Law who was awarded a J.D. degree, an LLM degree or S.J.D. degree in 2022.



TO DEVELOP NEW VENTURES



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- For Profit
- Not-For-Profit
- Public Benefit
- Commercial Enterprise or Social Entrepreneurship
- Not venture-backed, although friends and family funding is acceptable



BUSINESS PLAN



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- A business plan identifies the goals of a business and explains how the business will achieve its goals.
- What is the problem you are trying to solve?
- Why is the problem worth the resources to solve?
- How will you solve the problem?



BUSINESS PLAN



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- What is the market for this business?
- Who are the customers?
- Who are the competitors?
- How are you different from the competitors?
- How will you finance the business?
- How will you market the business?



BUSINESS PLAN



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- Risks
 - Financial
 - Operational
 - Legal/Regulatory
- Operational assessment
 - How is the business going to be managed and run?
 - Can the team manage?
- Anything else

Every team
submits a
2- minute
video with
its Plan



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Role of the Law Student



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- Create entity (LLC or Corp.)
- Identify legal and regulatory risks and suggest ways to eliminate or reduce the risk
- Identify IP and IP needs
- Identify contracts



COMPETITION



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- Friday, October 3, 2022:
Registration Opens
- Friday, February 3, 2023:
Registration closes
- Friday, March 24, 2023:
Business plan due
- April 2022:
Public round with oral
presentation



COMPETITION



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- Forms required for registration are available on the website by Oct. 1.
- Team members names and contact information.
- Brief statement of proposed venture.
- Qualify for New Venture award?
- Representations regarding eligibility at time of registration, at time of submission of the business plan and at time of the public round of competition.

CHALLENGES

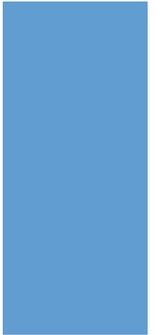
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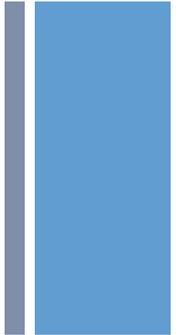


**HOW DO I FIND A PROBLEM
WORTHY OF THE PRIZE?**

**HOW DO I DEVELOP A
SOLUTION THAT SOLVES THE
PROBLEM?**



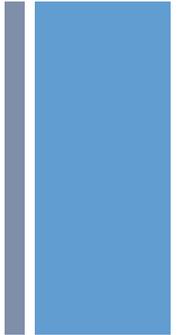
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HOW DO I CREATE A TEAM?



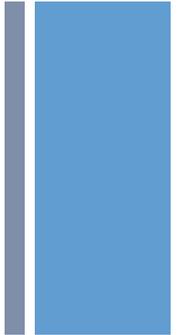
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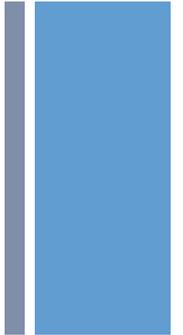
HOW DO I CREATE A PERSUASIVE BUSINESS PLAN?



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- Lowell Milken Institute Sandler Prize website www.uclalawprize.com
- StartupUCLA startupUCLA.com
- UCLA Anderson [Venture Accelerator](#)
- Meetups, presentations, talks



- Almost every UCLA School has at least one student group dedicated to entrepreneurship
- Bulletin board on Lowell Milken Institute website.



QUICK LINKS

[Competition Rules](#)

[Registration Form](#)

[Find Team Members](#)

[UCLA Entrepreneurship Resources](#)

[FAQ](#)

[Contact Us](#)

[JOIN OUR MAILING LIST](#)

IMPORTANT DATES

October 3, 2022 – Registration Opens

October 12, 2022 – [Fall Meetup Event](#)

February 3, 2023 – Registration Closes

March 24, 2023 – Business Plans Due

Lowell Milken Institute-Sandler Prize for New Entrepreneurs

OPEN EXCLUSIVELY TO UCLA STUDENTS.

The Lowell Milken Institute-Sandler Prize for New Entrepreneurs is a team business plan competition designed to recognize student innovation and support the real-world launch of promising new business ventures.

The competition features three prizes: a first place prize, a second place prize, and a New Venture prize. The New Venture category is for teams that are able to represent that their venture has not won any award in any entrepreneurship competition prior to the date of the Final Round of the Lowell Milken Institute-Sandler Prize competition. Each member of the first place team will receive \$4,000, each member of the second place team will receive \$2,000, and each member of the winning “New Venture” category team will receive \$2,500.

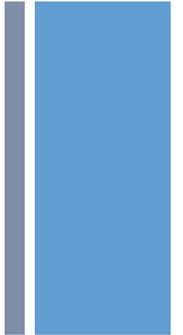
Except as expressly permitted by the competition rules, persons who are not enrolled as a student at a UCLA school (college, graduate or professional) may not be a member of a team.

How it Works:

- This competition is for Teams with a Startup Business that the team has already started to build or intends to build within the next 12 months. A Startup Business is any proposed business or existing business, for profit, not-for profit, or public benefit. The Startup Business must be a new, independent venture in seed or startup stages. The Startup Business may not be venture-backed.
- Each Team must consist of two to six members and include a current UCLA School of Law 2L, 3L or LLM in good standing, or a 2022 UCLA School of Law graduate. Teams with more than three members must have at least two law students on the Team.
- Teams must register by **Friday, February 03, 2023**.
- Registered Teams must submit their business plan by **Monday, March 24, 2023**.



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Each team will be assigned at least one mentor to assist them.

- ◆ Mentors will be lawyers who counsel startups, entrepreneurs, investors and others who have experience with startups.
- ◆ Teams will not be able to pick mentors. Mentors will be assigned to them.
- ◆ Limit on the amount of time mentor will be able to spend.
- ◆ Some mentors may not be in the LA area.



COMPETITION RESOURCES



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www.Uclalawprize.com

Competition Rules

Dates

Forms

Information

Resources

Job Board