



LOWELL MILKEN INSTITUTE SANDLER PRIZE FOR NEW ENTREPRENEURS

Fall Info and Pitch Session
October 21, 2026

UCLA

School of Law

**Lowell Milken Institute for
Business Law & Policy**



\$50,000
IN AVAILABLE
PRIZES!



First Place Prize:

\$4,000 in scholarship funds
for each member of the
First Place Prize Team



Second Place Prize:

\$2,500 in scholarship funds
for each member of the
Second Place Prize Team



■ New Venture Prize:

- A venture :
 - 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.



New Venture Prize:

\$2,000 in scholarship funds
for each member of the
winning team



RULES, FAQs & RESOURCES

RULES, FAQs AND
RESOURCES CAN BE
FOUND ON:

UclaLawPrize.com



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+ SUMMARY OF THE RULES



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



A TEAM OF UCLA STUDENTS

- Two to six members
- All team members must be **Eligible UCLA Students** under the Competition Rules
- Each team must have one eligible **Law Student**



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A TEAM OF UCLA STUDENTS



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- Every team member 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.
 - Person still eligible even if the person graduates after Dec. 1, 2026.
 - A current MLS Student (even if not full-time)
 - A current EMBA Student (even if not full-time)



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A TEAM OF UCLA STUDENTS



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- **At least one member must be an Eligible Law Student:**
- a second or third-year student, currently enrolled in UCLA School of Law, in good standing, and eligible to graduate with a J.D. degree in May of 2027 or May of 2028
- an LLM student currently enrolled in UCLA School of Law, in good standing, and eligible to graduate with an LLM degree in May of 2027
- an S.J.D. student, currently enrolled in UCLA School of Law, in good standing.



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A TEAM OF UCLA STUDENTS



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First-year Law Students

We do not prohibit you from participating but we strongly discourage it.

Why?

The most important thing your first year is to focus on your classes!



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TO DEVELOP NEW VENTURES

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



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BUSINESS PLAN

- 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

- 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?



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BUSINESS PLAN

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



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Role of the Law Student

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



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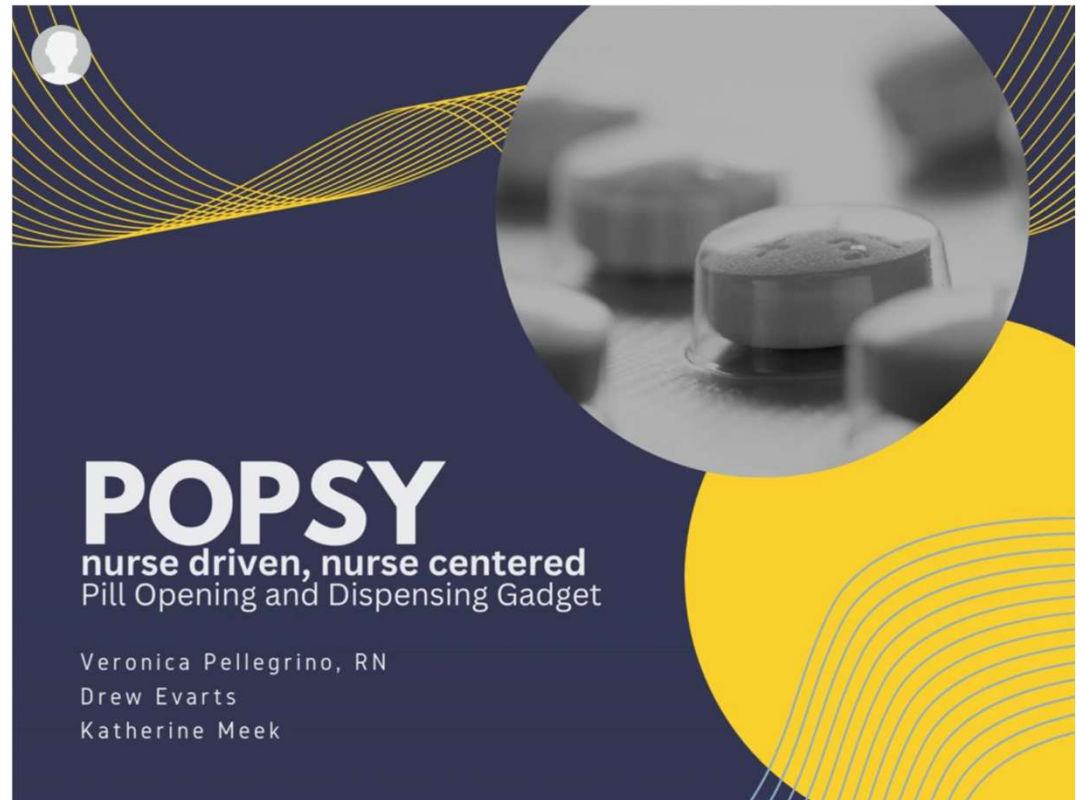
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Every team
submits a 2-
minute video
with its Plan



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+ Where to Start?



sandlerprize.com

+ CHALLENGES



HOW DO I CREATE A TEAM?



- Sandlerprize.com
- January 2027 - Meetup at the Law School
- StartupUCLA startupUCLA.com
- UCLA Anderson [Venture Accelerator](#)
- Meetups, presentations, talks



- Almost every UCLA School has at least one student group dedicated to entrepreneurship. See lists on [Lowell Milken Institute](#) for additional resources.



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

- Friday, February 19, 2027: Team Registration closes
- Friday, March 19, 2027: Business plan due
- Early April, 2027: Finalists announced
- April 2027: Public final round with oral presentation



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