

March 5, 2003

TELUS NEW VENTURES BC 2003 COMPETITION KICKS OFF

This year's TELUS New Ventures BC technology business idea competition kicks off March 10 with a seven-part business education seminar series.

The province-wide competition offers a unique mix of business education, networking, mentoring and \$120,000 in cash and prizes.

Designed to help very early stage entrepreneurs acquire the business skills they need to get their venture to market, the seminars start ahead of the competition entry deadline, which is April 15th. A \$50 fee covering all seven seminars also includes registration in the competition.

“Investing \$50 in your technology business idea can open the door to a world of business knowledge and technology industry contacts,” says Don Calder, chair of the non-profit BC Ventures Society, which operates the competition. Over the past two years, a number of TELUS New Ventures BC competitors have taken their ideas to market.

The competition is open to anyone in B.C. with an innovative product or service that involves a new technology and that has not yet secured material financing.

During four rounds of competition, competitors attend seminars and networking events to learn more about creating a viable business plan. Those who make it into the third round will be matched with an industry mentor. Finalists in the fourth round will present their completed business plan to a jury of venture capitalists, angels and financiers.

Initiated by SFU Business, the competition is sponsored by both the public and private sectors. Its goal is to support B.C.'s emerging technology industry.

The BMO Bank of Montreal \$60,000 first prize package includes \$30,000 cash and \$30,000 in-kind services. The \$40,000 second prize package includes \$20,000 in cash and \$20,000 in-kind services while the \$20,000 third prize offers \$10,000 cash and \$10,000 in-kind services.

For more information or to register, visit www.newventuresbc.com or call 604-268-7978.

Seminars list...page 2

TELUS New Ventures BC Seminars

TELUS New Ventures BC 2003 is offering seven valuable business education seminars and two networking events March through May, for a total fee of just \$50.

Each two-hour seminar, presented by business experts from industry and academia, is packed with useful information for bringing your technology business idea to market.

Seminars are held at the Morris J. Wosk Centre for Dialogue, Asia Pacific Hall, 580 W. Hastings St., Vancouver; 7:00-9:00 pm, on the dates listed below:

Seminars include:

March 10 - The Hunt for the Opportunity

March 19 – People

March 26 – Profiting from Innovation

April 2 – Marketing

April 30 – Business Plan

May 7 – Entrepreneurial Finance

May 21 – Bowling for Dollars

A one-half hour networking opportunity follows each seminar

For more information or to register, visit www.newventuresbc.com or call 604-268-7978

-30-

CONTACT: Deborah Kirby, TELUS NVBC, 604-268-7978