



**SONOPANT DANDEKAR ARTS, V. S. APTE
COMMERCE & M. H. MEHTA SCIENCE
COLLEGE, PALGHAR**

**IN ASSOCIATION WITH CENTRE FOR
EXCELLANCE AND INNOVATION AND
ENTREPRENEURSHIP DEVELOPMENT CELL**

**WEBINAR ON
PITCHING AND FUND
RAISING**



RESOURCE PERSON : MR. MANISH AIYAAR

GOOGLE MEET LINK : <https://meet.google.com/uty-sgdt-nbf>

DATE & TIME: For more information:

**DECEMBER 24TH 2021 Prof. mahesh deshmkh
04.00 pm TO 06.00 pm 7972547497**



Sonopant Dandekar Shikshan Mandali's

**Sonopant Dandekar Arts, V. S. Apte Commerce
& M. H. Mehta Science College, Palghar**

(Best College - University of Mumbai)

(Amongst Top 100 Colleges in India by 'India Today - MDRA Survey 2019')

Date: 16/12/2021

To,
Mr. Manish Aiyaar

Sub.: Invitation as a Guest Speaker for Seminar on "Pitching & Fundraising"

Respected Madam,

We are extremely happy to invite you **as a Guest Speaker for Seminar on "Pitching & Fundraising"** for our UG & PG students on 24th December 2021 at 4.00 pm.

Attendees will gain the knowledge and confidence necessary to clearly communicate their idea, handle investor meetings, and effectively raise money to accomplish their entrepreneurial dreams.

Prof. Mahesh Deshmukh, IQAC Convener will coordinate with you regarding the guest lecture.

Thanking you very much in anticipation.

Yours Faithfully,

(Dr. Kiran J. Save)

Principal

PRINCIPAL

Sonopant Dandekar Arts College,

V.S. Apte Commerce College &

M.H. Mehta Science College

PALGHAR (W.R.)

Dist. Palghar, Pin-401404



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24/12/2021

To

Mr. Manish Aiyaar

DTSS College.

Subject : Letter of Appreciation.

Respected Madam,

Thank you very much for delivering an informative & thought-provoking Webinar on
“Pitching and fundraising” for the students held on **24th December, 2021.**

The webinar on pitching and fundraising proved immensely beneficial to students.

I'm excited about the prospect of elevating our collaboration to remarkable heights.

Your expertise and willingness to share knowledge are truly appreciated.

Yours faithfully,

(Prof. Mahesh Deshmukh)

IQAC Convener

(Dr. Kiran J. Save)

Principal
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Title of the Activity Report :	Webinar on "Pitching and Fundraising"
Date & Time	24 th December, 2021 & 4:00pm to 6:00pm
Virtual Platform	Google meet
Organizing Department	IQAC and Entrepreneurship Development Cell

Topic/Subject of the Activity	"Pitching and Fundraising"
Objectives	To understand the key components of a successful pitch, including storytelling, value proposition, market analysis, and financial projections. To establish and nurture relationships with potential investors, including strategies for networking and maintaining investor interest.
Outcomes	Participants will be able to craft a compelling pitch that effectively communicates their startup's vision, market opportunity, and differentiation and strategies for engaging with investors effectively, building rapport, and sustaining interest throughout the fundraising journey.
Description in Few Words	Pitching is the art of succinctly presenting your business idea or start up to potential investors or stakeholders. It involves crafting a compelling narrative that highlights the value proposition, market opportunity, and unique selling points of your venture. Fundraising is the process of securing capital or resources to support the growth and development of your business. This can involve seeking investment from venture capitalists, angel investors, crowd funding platforms, or other sources of funding.

Number of Participants total :	133	Number of Participants Male :	41	Number of Participants Female :	92
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MDeshmukh

Prof. Mahesh Deshmukh