

## SPEECHES

One of the unwritten obligations in winning the SBA Small Business Person of the Year award is to always be speaking out on behalf of small business wherever possible. Preparing a speech was always time-consuming. I gradually discovered, however, that the more detail I was able to dictate prior to making a speech, the more confident I was in delivering it. Soon after receiving the SBA award I found myself deluged with requests to speak to small business audiences. They seemed to enjoy hearing of a somewhat non-technical product being accidentally discovered. The fact that it was also a life-saving device, together with an economic story, made it even more interesting.

Beginning March 1976, on receipt of the Colorado Small Business Person of the Year Award, requests for speaking engagements started to multiply. On receipt of the national award, my secretary began booking speaking dates 30 days in advance, although sometimes evening or luncheon meetings and occasionally a breakfast meeting. The following is a partial list of speaking engagements that were somewhat significant with a brief explanation of each audience.

FOLDER (AA) - Between (A) & (B)

Month and Year	Organization
June 1989	Denver Chamber of Commerce
March 1994	University of Colorado Business College
February 1988	Boulder Valley Rotary
October 1989	Economic Development Council of Colorado
July 1991	Lakewood/So. Jeffco Chamber of Commerce
March 1988	Pueblo Chamber of Commerce
October 1984 ✓	Small Business Innovative Research (SBIR) Conference
March 1985	University of Colorado Business School (2 times)
March 1985	Colorado State University -(Anschutz)
March 1988	Metro Denver Network

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April 1988	Aurora Chamber of Commerce
February 1988	Club 20- (2 times)
January 1988	Colorado Rural Electrical Assn. (REA)
February 1988	Economic Development Association, Longmont, Colorado
March 1988	Institute of Internal Audits
February 1988	Douglas County Economic Development Council
January 1988	Blueprint for Colorado (4 times)
January 1988	Steamboat Springs Resort Chamber
January 1988	Colorado REA
May 1991	Service Corp of Retired Executives- (SBA -SCORE- 4 times)
May 1990	Fulbright Scholars, Innovational Group of 75, (2 times)
November 1989	Leading Edge Seminar, UNC and USC
March 1989	Jefferson County, CO Chamber of Commerce

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November 1988	Leadership Lakewood
October 1988	American Electronics Assn., San Jose, Venture Capitalists

The above is only a partial list beginning in April of 1976 through April of 1993. Speeches in addition to the above included at least 15 Congressional hearings on subjects ranging from tax policy to unfair regulations relative to small business.