

Jura C. Zibas

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S.N. Phelps & Co  
and  
Clear Springs

# Jura C. Zibas - Background

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- Over 17 years legal work in intellectual property and litigation
- Assisting start up companies set up in legal capacity
- Specialist in licensing, IP, business modeling, patent mining for potential JV, patents and trademarks

# S.N. Phelps / Clear Springs

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Jura C. Zibas

Executive Vice President

S.N. Phelps & Co (Greenwich, CT)

- Family office – stocks, bonds, PE, real estate

Clear Springs (Bartow, FL)

- 18,000 acre property under long-term development

# Tech Transfer – Leadership

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CEO selection/retention  
remains key to success

- ❑ Limited pool of qualified CEO talent
- ❑ Complicated matrix – passion,  
management skills, start-up thinking
- ❑ Right person makes or breaks effort

# Tech Transfer – Revenue

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Revenue streams key to success

- Fully identify all opportunities
- Initial product sales fund daily operations AND build-up toward big picture

# Tech Transfer – Deal Flow

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## Recognize changes in Angel Investor marketplace

- ❑ Many have lost money and taken more stringent positions
- ❑ Credit market shake-up affects deal flow – more time, more due diligence

# Tech Transfer – Ownership

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Inventors must take more realistic approach

- ❑ Key investors want control positions
- ❑ Impossible to raise from initial to late rounds and maintain control position

# Contact Information

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Jura C. Zibas

Executive Vice President

Clear Springs, Bartow FL

Office (863) 534-1292

Mobile (917) 657-2168

[JZibas@ClearSpringsCo.com](mailto:JZibas@ClearSpringsCo.com)