

FROM THE DESK OF
SC MOATTI

Thank you for contacting me about speaking.

I've always loved public speaking. While earning my MBA at Stanford Graduate School of Business, I was an instructor in public speaking. Today, I'm represented by the Washington Speakers Bureau and Big Speak.

I speak about investing and innovation at prestigious conferences globally, including the Mobile World Congress, the Collision Conference, the Commonwealth Club, the Gartner CIO Summit, and the National Association for Corporate Directors. Here is a highlight of recent keynotes: www.vimeo.com/280113068, and, here's a testimonial from one of the producers:

"Our annual Summit was an immense success and SC Moatti's session played a big part in that. It was the highest rated of the event! Our attendees loved how it connected their work and board service. Thanks for the inspiration!"

– Ryan Glaze, Head of Content, Gartner Evanta CIO Summit

While I like to customize every talk, you will find a description of my favorite topics in the overleaf. I can also provide references upon request.

Warmly,



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SC Moatti is the managing partner of Mighty Capital, a Silicon Valley venture capital firm, and Products That Count, one of the largest communities of product managers, leaders and entrepreneurs in the world. Previously, she built products that billions of people use at Facebook, Nokia and Electronic Arts. She also serves on boards of both public and private companies, including mobile technology giant Opera Software (OPERA:Oslo). An award-winning bestselling author, Moatti frequently gives keynotes on investing and innovation at prestigious conferences globally, including the Mobile World Congress, the Collision Conference, and the Commonwealth Club; and has been featured in The Wall Street Journal, the Harvard Business Review, and on NPR. She lectures at Stanford Graduate School of Business, where she earned her MBA and has a Master of Science in electrical engineering. A16Z general partner Andrew Chen called SC "a genius at making mobile products people love." For more information, visit Mighty.Capital.

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Recent Keynote Topics

Audience #1: Investors & Board Members

The Apprentice Network: a New Way to Do Venture Capital

As the Venture Capital ecosystem matures, funds are increasingly using size to compete. But in this unique industry, bigger isn't better because it dilutes investment returns. Some shrewd venture capitalists are leveraging another asset to differentiate their risk-return profile: professional networks. They are meeting the demand of investment managers in new ways and generating superior returns. Silicon Valley visionary and founding partner of Mighty Capital SC Moatti shares the characteristics of the new generation of top-performing venture capital funds, including their unique, network-based differentiators.

Genomics is the new Mobile

There has never been a better time to invest in genomics and personalized medicine. The cost of managing chronic diseases is skyrocketing, making the case for prevention; the Human Genome gives us a blueprint for the massive amount of data in our body; sophisticated AI technologies developed during the mobile era are ready to be transferred over to this new Genomics data set; and liquidity is here. It's an investor's dream come true so it's no wonder that Genomics has become one of the hottest sectors to invest in. Silicon Valley visionary and venture capitalist SC Moatti shares where the opportunities are.

Early Stage Investing For Individual Investors

Running a business is very different than investing in one. So how do you make money from investing in early-stage startups? What sets successful Silicon Valley investors apart? How do you increase the probability that your early-stage investments generate outsize returns? In this talk, Silicon Valley investor, entrepreneur and tech visionary SC Moatti covers critical pre-investment topics including generating deal flow, conducting due diligence and negotiating fairly and effectively, as well as post-investment topics including sound governance, fundraising lifecycle and path to exit.

Raising Your Profile: the Board-Ready Executive

As technology continues to drive and shape the current and future business landscape, an increasing number of organizations are looking to tech leaders to chair boards or serve as CEOs. How do you go from being an expert to becoming a board-ready thought leader? Many C-level executives feel underprepared to adequately answer this question. During this session, Silicon Valley investor, entrepreneur & board member SC Moatti will share a surprisingly simple way to increase your visibility for board positions, ways to network that attract inquiries for board roles, and things to watch out for when choosing a first board seat.

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Recent Keynote Topics

Audience #2: Business Leaders & Entrepreneurs

Fundraising Strategies that Make Investors Love You

How do you raise venture capital money on your own terms? Starting a business is fun, growing it is rewarding, but committing to hyper-growth often requires outside capital. What are early stage investors looking for? In the end, it's all about exit and your ability to generate superior returns. So the success of your fundraising strategy depends on your ability to effectively communicate your business story to investors, including what makes you unique, how you're already winning, when you'll make them even richer and why they and their friends need to invest now. Silicon Valley investor and venture capitalist SC Moatti shares best practices that align your fundraising strategy to your desired exit and make every investor love you and want to invest in you.

How to Unlock New Sources of Triple-Digit Growth

Business growth is both a science and an art. Its science is about optimizing customer acquisition and making sure that processes and tools can ensure that no opportunity to acquire customers is overlooked. But at some point, it generates diminishing returns. The challenge is to rekindle high growth rates through a combination of streamlined acquisition of new customers and better retention of existing customers, all in a cost-effective way. This is where the art of growth comes in. Technology investor and fmr Facebook executive SC Moatti shares best practices for accelerating growth, including how to systematically optimize a growth funnel, and specific strategies that generate triple-digit growth at all stages of business maturity.

The 3 Rules behind the Most Successful Products

How do you go about creating products used by billions of people? What are the rules every business needs to know to build great products in an always-on world? The more connected we are, the more we expect from technology. Our phones, apps, smart watches and other tech gadgets have essentially become the new extension of ourselves. The challenge is to channel innovation in a way that make us better humans. Silicon Valley visionary, investor and award-winning bestselling author SC Moatti lays out the three rules every product needs to be successful: the body rule, to create beautiful mobile products; the spirit rule, to personalize mobile products to a user's mood and context; and the mind rule, to effectively adapt to the constantly evolving mobile landscape.