

David Frazee

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Founder and CEO
Demystifying Silicon Valley
The Demystifying Project, Inc.
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SUMMARY

Having grown up under the poverty level, David fiercely believes in unleashing the potential of all, an approach deeply rooted in equality of opportunity and the economic realities of wealth and human capital creation. He has spent his career helping promote innovation, venture investment, impact, and entrepreneurship worldwide. He believes that by promoting entrepreneurial innovation, we can create jobs, give opportunities to people no matter their circumstances, spark exponential impact for large problems, and transform local and global economies.

David is a Managing Partner of Richmond Global Ventures, a leading international venture capital fund. It invests in global venture opportunities that can scale rapidly, focusing on technologies that create dominant platforms or network effects and which can disrupt markets, with an emphasis on financial technology, adtech, ecommerce, enterprise software/SaaS, data analytics, mobile services, blockchain, and semiconductor technologies. Of the current fund's ten investments, four have already achieved "unicorn" status.

David is also the Founder and CEO of four projects to teach innovation and impact. Demystifying Silicon Valley is a comprehensive training program for venture capital based innovative entrepreneurship, which contains 150 hours of content and has members in 30 countries. Demystifying Wealth, LLC is a program to teach personal finance, life, learning, and leadership skills, innovation and creativity, and starting and building non-venture capital businesses. The Demystifying Project, Inc. is a 501(c)(3) nonprofit organization that promotes financial, life skill, learning, career, innovation, and business education of underserved, at-risk, and historically disadvantaged populations. Unleashing Impact is a comprehensive training program to apply the tools of innovative entrepreneurship to unleash exponential solutions to solve issues to opportunity, equality, autonomy, safety, justice, creativity, health, education, and the lessening of human suffering. David has taught over 300 programs to over 15,000 entrepreneurs in over 30 countries over more than two decades.

In addition to having represented over 300 startups and dozens of venture funds in hundreds of cross-border transactions as one of the world's top innovation and venture lawyers, David has a real-world operational understanding of the unique business problems of entrepreneurs, having served as an executive of two technology startups — one of which became a unicorn after he helped lead it through a US\$128 million investment by GE, NBC, and their affiliates and subsequent IPO before it was acquired by Hughes/DirecTV.

David works extensively with Endeavor Global as a Global Mentor and was a founding Board member of Endeavor Catalyst. David has advised companies and funds globally, including in Brazil, Argentina, Uruguay, Chile, Mexico, South Africa, China, Taiwan, Poland, Jordan, Colombia, Egypt, Russia, India, Belize, Turkey, and Vietnam. He has also advised the governments of Mexico, China, Taiwan, Jordan, Poland, Uruguay, Brazil, Saudi Arabia, and Chile on innovation policy and emerging growth strategies.

David has appeared in many publications discussing innovation and business strategy, including *Fortune* and *The Financial Times*. He is a frequent speaker, including at the Fortune Global Forum in Beijing, the Financial Times Innovation Summit in London, and the Bloomberg Financial Innovation Summit.

David has a J.D. from the University of Michigan, *cum laude*, and an A.B. from Stanford University, *with honors and with distinction*, where he was a teaching assistant in the Computer Science Department and studied at the Freie Universität Berlin as an exchange scholar.

David has also cashed at the World Series of Poker Main Event, was one of the youngest nationally ranked soccer referees in the United States, captained the national and world championship university quiz team (broadcast on BBC2-TV on University Challenge, making him one of the few Americans ever to appear on the show), won on Jeopardy!, and appeared on Who Wants to Be a Millionaire (where he did not become a millionaire).

SELECT PROFESSIONAL BACKGROUND

- Managing Partner, Richmond Global Ventures, LLC
- Equity Partner, K&L Gates, LLP
- Equity Partner, Perkins Coie LLP
- Shareholder (Equity Partner), Greenberg Traurig, LLP
- Associate, White & Case LLP
- Vice President of Legal Affairs, Administrative Operations, and Intellectual Property of Jasmine Networks, Inc.
- Corporate General Counsel and Director of Intellectual Property of Telocity, Inc. (NASDAQ:TLCT, acquired by NYSE:GMH).
- Associate, Wilson Sonsini Goodrich & Rosati P.C.
- Judicial Law Clerk, Hon. J. Dickson Phillips, Jr., U.S. Court of Appeals for the Fourth Circuit
- Judicial Intern, Chief Judge Thelton E. Henderson, U.S. District Court for the Northern District of California
- Founder and CEO, Demystifying Silicon Valley. Comprehensive training program for venture capital based innovative entrepreneurship, containing 150 hours of content, including 32 full courses, 10 expert webinars, 43 “Entrepreneur Minutes,” and dozens of blog posts. Members are in over 30 countries.
- Founder and CEO, Demystifying Wealth, LLC. Comprehensive training program to teach personal finance, life, learning, and leadership skills, innovation and creativity, and starting and building non-venture capital businesses.
- Founder and CEO, The Demystifying Project, Inc., a 501(c)(3) nonprofit organization that promotes financial, life skill, learning, career, innovation, and business education to underserved, at-risk, and historically disadvantaged populations.
- Founder and CEO, Unleashing Impact. A comprehensive training program to teach applying the tools of innovative entrepreneurship to unleash exponential solutions to solve issues of opportunity, equality, autonomy, safety, justice, creativity, health, education, and the lessening of human suffering.
- Served on Board of Directors of dozens of companies, including Korus, Inc. (Ecosense Lighting) and Chia Network, Inc.
- Work extensively with Endeavor Global and national and regional Endeavor offices in their educational programs and services for entrepreneurs and venture investors. Finalist for Endeavor Mentor of the Year. Founding board member of Endeavor Catalyst.
- Pro bono counsel for many projects, including the Mozilla Foundation, the Hip-Hop Chess Federation, Oakland China Wildlife Preservation Foundation, Asia-Silicon Valley Connection, Bay Area Chess, CalChess, the JW Foundation, Global Glimpse, Council of Goodness, GreatNonprofits, VoterWatch, True Children’s Home, One-Fifty Parker Avenue School, NOW Legal Defense and Education Fund, and National Academic Quiz Tournaments.
- Executive in Residence, Duke University Innovation & Entrepreneurship.
- Counsel, Jordan Science and Technology Initiative.

SELECT EXPERIENCE

- *General Corporate Experience.* David has served as general outside counsel to hundreds of technology startups. He has experience with corporate and LLC formation, securities compliance, and governance; private equity, venture, debt, and bridge financings (including the US\$128.5 million Series C for Telocity); and restructuring and distressed asset transactions. He has experience setting up international ventures, investments, and subsidiaries, including the Chinese joint venture between Anesiva, Inc. (NASDAQ:ANSV) and Jiangsu Wangbang Biological Pharmaceutical Corp., as well as a proposed acquisition by a U.S. investment group of an English Premier League soccer team.
- *Venture Capital and Private Equity Experience.* David has represented national and international private equity and venture capital funds in fund formations and investments, including Richmond Management (in investments into dozens of companies and fund to funds, including CITIC Capital China Partners II, L.P), Richmond China Media (in its formation and investments into AdChina with NewsCorp and GSR), Richmond Global Cellular (in

its formation and multiple investments into Obopay). Also represented Newbridge Capital, Baring Private Equity, Mayfield, Texas Pacific Group, Banc of America Securities LLC, and Sequoia Capital.

- *Merger and Acquisition Experience.* David has worked on many acquisitions, including Hong Kong-based Moulin International Holdings Ltd. (HKSE:0389.HK) in its US\$750 million attempted acquisition of Cole National Corp. (NYSE:CNJ) (outbid by Luxottica Group S.p.A.), Auctiva in its sale to Alibaba (HKSE: 1688.HK), Amkor Technology, Inc.'s (NASDAQ:AMKR) acquisition of certain IBM assets in Shanghai and Singapore, Telocity in its sale to Hughes Electronics (NYSE:GMH), CDNetworks Co., Ltd. in connection with U.S. acquisitions, and acquisition of Hunter Laboratories, Inc. by Bio-Reference Laboratories, Inc. (NASDAQ: BRLI). Structured pre-negotiated spin-in of U.S. assets for a foreign public company and structured multiple spin-out transactions.
- *Initial Public Offering Experience.* David has worked on several initial public offerings, including VA Linux Systems, Inc.'s (NASDAQ:LINUX) US\$132 million offering (largest first day IPO stock gain in history) and managed Telocity's US\$132 million initial public offering as general counsel. Experience with PIPE and other public company transactions. Represented Taiwan Liposome Co. Ltd. in various matters, including its preferred stock financing, distribution deals in Europe, the U.S., China, Japan, and Korea, through its initial public offering in Taipei (4152:TT).
- *Intellectual Property Strategy Experience.* David co-founded the one of the first IP strategy practices in Silicon Valley in the 1990s. He has conducted multiple comprehensive intellectual property audits; counseled clients regarding market valuations, "best practices" patent programs, branding strategies, "clean room" software development procedures, patent mapping, and trade secret programs. In addition to in-house programs for Telocity and Jasmine Networks, which protected over 125 inventions, developed many comprehensive strategic intellectual property programs, including for a US\$1 billion Shanghai-based consumer electronics company, and for MorphICs Technology, Inc. (acquired by Infineon Technologies), a program that resulted in over 200 patent filings. David has structured international IP holding structures for various companies. David has extensive technology licensing and transfer experience.
- *Patent Litigation Experience.* David has worked on many patent litigation matters, including Taiwan Semiconductor Manufacturing Company Limited's (NYSE:TSM) ITC patent infringement litigation against Semiconductor Manufacturing International Corp. (NYSE: SMI) (US\$175 million settlement), Novadigm, Inc.'s (NASDAQ:NVDM) patent litigation against Marimba, Inc. (NASDAQ:MRBA) (settled favorably to client), Loronix Information System, Inc.'s (NASDAQ:LORX) successful defense against Prima Facie, Inc., Tatung Company (Taiwan:2371.TW) in its defense against Hitachi, Ltd. (NYSE:HIT) (settled favorably), and Fallon Luminous Product Corporation's defense against iLight Technologies (won on all claims at Federal Circuit). Also represented Quickturn Design Systems, Inc. (NYSE:CDN) against multiple claims of patent infringement brought by Mentor Graphics Corp. (NASDAQ:MENT) (favorable jury verdict).
- *Other Litigation Experience.* David has represented U.S. and international clients in many litigation and arbitration matters, especially related to breach of contract, unfair business practices, trademark infringement, securities fraud, and trade secret misappropriation. Represented Creative Net in its action for fraud, breach of contract, and unfair competition against ICG Telecom (NASDAQ:ICGX) (received judgment; attorneys' fees and costs awarded), defended Silicon Design Experts, Inc. (acquired by Level One Communications, Inc. (NASDAQ:LEVL)) against securities fraud litigation, and defended True Innovations, LLC against trade secret claims by Z-Line Designs (favorable settlement). Also represented Cartier International B.V. and The North Face, Inc. in connection with their enforcement of IP rights against counterfeiters, including seizures of counterfeit goods.

EDUCATION

J.D., University of Michigan Law School, 1996, *cum laude*

- Dean's Scholar
- Associate and Contributing Editor, *Michigan Law Review*
- First Place Award and Henry M. Campbell Award, Campbell Moot Court Competition
- West Publishing Company Award
- Summer Funded Fellowship

A.B., Stanford University, 1993, *with honors, with distinction*

- David Starr Jordan Scholar
- Firestone Medal for Excellence in Research
- Teaching Assistant, CS106A,B,X, Computer Science Department (CS198)
- Dean's Award for Public Service
- Sterling Book Award for Public Service
- Robert M. Golden Grant for Humanities Research
- *Stanford Daily* reviewer for books section
- Member of Stanford Symphony (bassoon and contrabassoon)
- Stanford Overseas Studies, Stanford-in-Berlin 1990
- Coordinator, Dean of Student Affairs' Sexual Assault Task Force (1989-90)
- Teaching Assistant, "Comparative Studies of Culture: West Germany and the U.S." (Fall 1990)
- Special University appointment to teach "Modern Issues in Acquaintance Rape" (Fall 1989). 55 students completed the full credit course.
- Boothe Prize for Excellence in Writing, runner-up (1989)

Freie Universität Berlin, 1990-91

- Stanford University Exchange Scholarship

Smithsonian Institution Summer Program (National Museum of American History, Political History Division, 1988)

Telluride Association Summer Program (Cornell University, 1987)

PUBLICATIONS AND PRESS

- Frazee, et al., *Violence Against Women: Law and Litigation* (West Group and Clark Boardman Callaghan 1997 and update 1998) (900-page definitive treatise on the civil rights provisions, Title III, of the Violence Against Women Act and other civil rights remedies for gender-based violence).
- Editor, *Women and the Law* (Clark Boardman Callaghan 9th edition 1995, 10th edition 1996).
- Frazee, "An Imperfect Remedy for Imperfect Violence: the Construction of Civil Rights in the Violence Against Women Act," 1 *Michigan Journal of Gender & Law* 163 (1993).
- "Gender-Justice Breakthrough: A Plain English Guide to the New Civil Rights Law Against Violence Against Women," *On the Issues*, Fall 1995.
- Frazee and O'Brien, *Confronting Rape: Sexual Assault of Campus* (1st edition 1989, 2nd edition 1991).
- Fabiano, et al., *Final Report of the Task Force on Sexual Assault* (1990).
- Martínez, O'Brien, and Frazee, *The Stanford Survey on Attitudes, Awareness, and Incidence of Sexual Assault* (1989) (audiovisual work).
- Bay Area Hate Crime Investors Association: wrote multiple chapters for bias violence manual used by prosecutors, judges, and civil attorneys, 1994.
- David Kirkpatrick, "China Won't Protect IP Until It Gets Its Own IT," *Fortune*, June 27, 2005.
- Amy Yee, "Companies Look to Patents to Gain Edge," *Financial Times*, February 10, 2006.
- Jonathan Landreth, "More Work to Be Done in Beijing," *The Hollywood Reporter*, May 19, 2005.
- Interview, *The Wall Street Transcript*, July 2005 (regarding Chinese IP issues and patent strategy).
- Interview, *The Wall Street Transcript*, January 2006 (expansion of previous interview).
- "Dancing with Dictators," *Red Herring*, March 6, 2006.
- Daniel Heimpel, "China's IP Savvy Grows, As Do Legal Protections," *Los Angeles Daily Journal*, July 12, 2007.
- Josephine Ma, "Give Us More Time to Beat Piracy, Urges Official," *South China Morning Post*, May 19, 2005.

SELECT PRESENTATIONS

- Instructor and Executive in Residence, "The Complete Startup Program," Duke Angel Network and Duke University Innovation & Entrepreneurship, Durham, North Carolina, November 2-4, 2018 (seven sessions over 18 hours for 75 participants: Creating and Investing in Innovative Companies, Formation and Founder Issues, Raising Money: Venture Capital, Alternatives to Venture Capital, Driving Innovation Through IP Strategy, Legal Survival: Contracts Essentials, Licensing, and NDAs, Guerrilla Exit Strategies: IPOs and M&A).

- Instructor, “Certificate in Innovative Entrepreneurship,” World Economic Forum Global Shaper Program, June 15-July 27, 2024 (20 hours of instruction over six weeks to over 350 participants in 22 countries: Why Venture Capital and Innovative Entrepreneurship Matters, Building From Nothing and Lean Startup Methodology, Design Thinking, Agile, Growth Hacking, and Data Analytics, Innovative Business Models and Disrupting Industries, Driving Innovation Through IP Strategy, Starting the Company: Stock, Founders, Boards, and Governance, Myths of Leadership and Talent, Venture Financings, Legal Survival for Startups, Maximizing Exits: Guerilla M&A and IPOs, Distress: Surviving and Thriving in Bad Situations, and Innovating for Exponential Impact).
- Instructor, “Why Innovative Entrepreneurship Matters,” “Secrets of Venture Finance,” and “Building from Nothing and Lean Startup Methodology,” London School of Economics, May 18-19, 2024 (12-hour program).
- Panelist, “Will Chia Change the World?,” Bloomberg Financial Innovation Summit, November 15, 2021.
- Panelist, “Intellectual Property Rights: More Turmoil or Mutual Understanding?” Fortune Global Forum 2005: China and the New Asian Century, Beijing, May 18, 2005.
- Instructor, “Ensuring Patents Don’t Undermine Your Company’s Innovation,” Financial Times Innovate 2006 Summit, London, December 4, 2006.
- (Scheduled) Instructor, “Scaling Human Impact Innovation,” London School of Economics, October 10, 2024.
- (Scheduled) Instructor, “Certificate in Innovative Entrepreneurship: London 2024” (Sponsored by a consortium of universities and venture organizations), October 11-12, 2024.
- Instructor, “Common Startup Mistakes,” Endeavor Middle East and Africa, August 7, 2024.
- Instructor, “Three Keys for Success in Life: Innovation, the Secret Life Skill, and Exponential Thinking,” NAQT National High School Championship, Atlanta, Georgia, May 25, 2024.
- Instructor, “Secrets of Leadership and Communication,” Catholic Charities of Southern Nevada, Las Vegas, May 23, 2024.
- Instructor, “Communication, Innovation, and Creativity,” Salesian Family Youth Center, East Los Angeles, May 11, 2024.
- Instructor, “Secrets of Success: Innovation, Exponential Thinking, and the Most Important Life Skill,” CalChess Super States Championship, Milpitas, California, March 9-10, 2024.
- Instructor, “Innovative Entrepreneurship 101” (Live program for students at 10 business schools), June 10, 2023.
- Instructor, “Starting a Business or Nonprofit,” Collabful live webinar, August 11, 2021.
- Instructor, “Demystifying Personal Finance,” Collabful live webinar, July 13, 2021.
- Instructor, “Demystifying Silicon Valley,” Girls Who Code, Davis, California, May 4, 2019.
- Speaker, “Secrets of Silicon Valley: What Makes an Innovative Company,” Scale Up UAE, Dubai, May 7, 2018.
- Instructor, “Secrets of Silicon Valley: Creating and Investing in Innovative Companies,” Innovation in Companies and Multiplying Growth, Endeavor Saudi Arabia, Riyadh, May 6, 2018.
- Instructor, “Secrets of Silicon Valley: Common Startup Mistakes,” Endeavor Saudi Arabia, Riyadh, May 6, 2018.
- Speaker, “Creating a Culture of Investing in Startup Companies,” Catalyzing Entrepreneurial Success: Strategies for Innovation and Ecosystems, King Salman Institute for Entrepreneurship, Riyadh, March 20, 2018.
- Instructor, “Raising Money: Venture Capital and Alternatives,” Catalyzing Entrepreneurial Success: Strategies for Innovation and Ecosystems, King Salman Institute for Entrepreneurship, Riyadh, March 20, 2018.
- Speaker, “Secrets of Silicon Valley: Building Explosive Growth Businesses,” Catalyzing Entrepreneurial Success: Strategies for Innovation and Ecosystems, King Salman Institute for Entrepreneurship, Riyadh, March 19, 2018.
- Instructor, “Secrets of Silicon Valley: Preparing for an Exit,” Warwick Business School Silicon Valley tour, San Francisco, December 7, 2017.
- Instructor, “Secrets of Silicon Valley: Basics of IP Strategy,” San Jose, California, October 10, 2017.
- Speaker, “Some Unpopular Opinions,” Duke In Silicon Valley, Sunnyvale, June 7, 2017.
- Instructor, “Secrets of Silicon Valley: Demystifying Venture Capital,” Endeavor Global video program, Menlo Park, March 30, 2017.
- Instructor, “Secrets of Silicon Valley: Basics of IP Strategy,” Duke University Graduate Innovation & Entrepreneurship Program, March 28, 2017.
- Instructor, “Secrets of Silicon Valley: Guerilla Tactics for Acquisitions,” San Francisco, February 23, 2017.
- Instructor, “Secrets of Silicon Valley: Basics of IP Strategy,” San Francisco, February 23, 2017.
- Instructor, “Secrets of Silicon Valley: How to Build Businesses and Invest Like an Innovator,” San Francisco, February 23, 2017.

- Instructor, “Secrets of Silicon Valley: Creating and Investing in Innovative Companies,” Endeavor Indonesia, Jakarta, January 24, 2017.
- Speaker, “Secrets of Silicon Valley: Common Startup Mistakes,” Endeavor Indonesia, Jakarta, January 24, 2017.
- Instructor, “Secrets of Silicon Valley: How to Build Businesses and Invest Like an Innovator,” Duke in Silicon Valley, Sunnyvale, June 2, 2016.
- Instructor, “Secrets of Silicon Valley: How to Build Businesses and Invest Like an Innovator,” San Francisco, March 8, 2016.
- Instructor, “Secrets of Silicon Valley: Creative Financing,” Duke University Innovation & Entrepreneurship Program, February 29, 2016.
- Instructor, “Secrets of Silicon Valley: Creating and Investing in Innovative Companies,” Endeavor Mexico, Mexico City, October 7, 2015.
- Instructor, “Secrets of Silicon Valley: Doing Business Globally,” Endeavor Mexico, Mexico City, October 7, 2015.
- Instructor, “Secrets of Silicon Valley: Preparing for an Exit,” Endeavor Mexico, Mexico City, October 7, 2015.
- Instructor, “Secrets of Silicon Valley: How VCs Think About Investment,” Endeavor Global Network, San Francisco, August 4, 2015.
- Instructor, “Secrets of Silicon Valley: Investing in Innovative Companies and Venture Capital,” Managua, May 18, 2015 (also given: San Jose, Costa Rica, May 20, 2015; Guatemala City, May 21, 2015).
- Instructor, “How to Build Businesses and Invest Like an Innovator,” Houston, April 15, 2015.
- Instructor, “Secrets of Silicon Valley: Common Startup Mistakes,” International Startup Marketplace, Hult Business School, San Francisco, February 20, 2015.
- Instructor, “Secrets of Silicon Valley: Creative Financing,” Endeavor ISP, Singapore, February 6, 2015.
- Instructor, “Secrets of Silicon Valley: Funding a Scale Up Venture,” Scale-Up 2.0 Conference, Jakarta, February 3, 2015.
- Instructor, “Secrets of Silicon Valley: Basics of IP Strategy,” Los Angeles, December 5, 2014.
- Instructor, “Secrets of Silicon Valley: Best Fundraising Practices,” Endeavor Investor Network, Monterrey, Mexico, November 19, 2014.
- Instructor, “Attracting Innovative Enterprises to the Region,” Electronics Industry Promotion in South America (IEEE program with Brazilian government ministries), Brasilia, August 30, 2012.
- Instructor, “Secrets of Silicon Valley Startups: Negotiating Term Sheets, Valuations, and More!” Endeavor Instructor Network, London, June 28, 2012 (also given at Endeavor Investor Network, Rio de Janeiro, March 16, 2012).
- Instructor, “Attracting Innovative Enterprises to the Region,” Electronics Industry Promotion in South America (IEEE program with Uruguay Commerce Ministry), Montevideo, March 29, 2012.
- Instructor, “Stories from Silicon Valley: Common Startup Mistakes,” Asembio Bootcamp, San Francisco, December 8, 2011.
- Instructor, “Stories from Silicon Valley: Entering Global Markets,” Asembio Bootcamp, San Francisco, December 8, 2011.
- Instructor, “Stories from Silicon Valley: Creative Funding for Innovative Companies,” Asembio Bootcamp, San Francisco, December 8, 2011.
- Instructor, “Going Global from Brazil,” Palo Alto, November 2, 2011.
- Instructor, “Generating Revenue: Tapping Into Latin American Markets,” Palo Alto, November 1, 2011.
- Panelist, ACAFI Conference: Venture Capital & Private Equity Chile 2011, Santiago, October 10, 2011.
- Instructor, “Secrets of Silicon Valley: Recent Venture Terms and Creativity,” Endeavor Chile and ACAFI, Santiago, October 11, 2011.
- Instructor, “Secrets of Silicon Valley: 10 Mistakes Companies Make As They Rapidly Expand,” Durham, North Carolina, September 8, 2011.
- Speaker, “Stories from Silicon Valley: 17 Lessons Learned,” Experiencia Argentina, Buenos Aires, August 25, 2011 (also given at Palermo Valley Uruguay, Montevideo, August 30, 2011).
- Instructor, “Secrets of Silicon Valley Startups: Creative Funding for Innovative Companies,” Endeavor Chile, Santiago, August 29, 2011 (also given at Experiencia Endeavor, Buenos Aires, August 24, 2011; at Endeavor Entrepreneur Summit, San Francisco, June 30, 2011; and at 500 Startups and Endeavor Brazil, Sao Paulo, October 10, 2011).
- Instructor, “Secrets of Silicon Valley Startups: Common Startup Mistakes,” Universidad de San Andrés, Buenos Aires, August 26, 2011 (also given at Montevideo Valley, Open Coffee Montevideo, Playa Valley, Montevideo, August 30, 2011; at Startup Chile, Santiago, August 28, 2011; at IAE Business School, Buenos Aires, August 27,

- 2011; at Endeavor Uruguay, Montevideo, April 29, 2011; and at Endeavor 38th International Selection Panel, Mexico City, March 25, 2011).
- Instructor, “Secrets of Silicon Valley Startups: Entering Global Markets,” Palermo Valley AMPM, Buenos Aires, August 23, 2011.
 - Speaker, “Common Mistakes Companies Make Entering Global Markets,” Pharmaceutical Licensing, Partnerships, and Alliance Management, Philadelphia, July 19, 2011.
 - Instructor, “Secrets of Silicon Valley Startups: Successful Angel Investing,” presentation to key regional angels, Buenos Aires, August 26, 2011.
 - Instructor, “Creative Funding for Innovative Companies,” Endeavor Entrepreneur Summit, San Francisco, June 30, 2011.
 - Instructor, “Secrets of Silicon Valley Startups: Guerilla Tactics for Acquisitions,” Endeavor Entrepreneur Summit, San Francisco, June 30, 2011.
 - Instructor, “Secrets of Silicon Valley Startups: Driving Innovation Through Intellectual Property,” Endeavor Entrepreneur Summit, San Francisco, June 29, 2011.
 - Instructor, “Secrets of Silicon Valley: Avoiding Common Entrepreneurial Mistakes,” Endeavor Global, New York, June 9, 2011.
 - Instructor, “Secrets of Silicon Valley: Common Venture Terms and Alternatives,” Endeavor Argentina, Buenos Aires, April 27, 2011.
 - Instructor, “Secrets of Silicon Valley: Avoiding Common Entrepreneurial Mistakes,” Endeavor 37th International Selection Panel, Cape Town, November 19, 2010.
 - Moderator, “Dodd-Frank & You: What Venture Capital and Private Equity Firms Need to Know,” Mountain View, December 16, 2010.
 - Instructor, “Secrets of Building Real Value from Innovation: Lessons from Silicon Valley,” Startup Boot Camp: Expanding to a World Market, Stanford University, December 10, 2010.
 - Speaker, “Corporate & Securities Law Issues Commonly Faced by US-Based Issuers,” Tapping the Capital Markets in Taiwan, Santa Clara, December 1, 2010.
 - Moderator, “Global Financing Issues: From International Investment to Going Public in Asia,” Mountain View, October 18, 2010.
 - Panelist, “Investments from the VC Perspective,” HYSTA 2010 Conference: Drivers for Growth and Innovation, Santa Clara, October 2, 2010.
 - Speaker, “Secrets of Building Real Value from Innovation: Lessons from Silicon Valley,” Managing Innovation: Economic Aspects of Industrial Property, Jagiellonian University, Kraków, September 3, 2010.
 - Instructor, “Legal Issues in a Down Economy: Thriving in Bad Times,” Menlo Park and San Francisco, December 11 & 12, 2008.
 - Instructor, “The 10 Most Common Legal Mistakes Entering the U.S. Market,” CICC Israel Cleantech Tour, Menlo Park, October 27, 2008.
 - Instructor, “Going Public in the United States” and “Going Public Through a Shell Company,” NanKang Biotech Incubation Center, Taipei, March 24, 2008.
 - Speaker, “IP Strategy for Startups,” Licensing Executives Society Chinese Taipei, Taipei, March 24, 2008.
 - Instructor, “Doing Business Overseas,” Menlo Park, January 2008.
 - Instructor, “Stock and Employment Issues for Startups,” Menlo Park, December 13, 2007.
 - Instructor, “Preparation for a U.S. IPO,” Taipei, November 13, 2007.
 - Instructor, “Strategic Protection of Intellectual Property,” Menlo Park, ASVC, September 13, 2007.
 - Moderator, “Dealmaker Strategy Series: Partnering with Gorillas” Menlo Park, July 18, 2007.
 - Instructor, “The 25 Most Common Startup Mistakes (and Many More),” Menlo Park, June 14, 2007.
 - Instructor, “Nuances of Structuring Spin-Outs from Tech Companies,” Capital Roundtable MasterClass on Technology Buyouts, New York, May 23, 2006.
 - Instructor, “Intellectual Property, Due Diligence, Cross Border & Other Special Issues for Tech Buyouts,” Capital Roundtable MasterClass on Technology Buyouts, New York, May 22, 2006.
 - Instructor, “Entering the U.S. Market,” CBC and zPark Going Global Workshops, Beijing, February 23, 2006.
 - Instructor, “U.S. Venture Capital and Intellectual Property Issues,” Shanghai Venture Capital Association, Shanghai, February 20, 2006.
 - Speaker, “IP Risks Associated With Doing Business in China,” The Wall Street Transcript Presents: Maximizing Returns on Your Intellectual Property Portfolio, New York City, January 28-29, 2006.
 - Instructor, “Entering the U.S. Market,” Shanghai, September 20, 2005.

- Instructor, “What Every Silicon Valley Company Needs to Know About Doing Business Internationally,” Menlo Park, ASVC, March 3, 2005.
- Instructor, “Entering the U.S. Market,” Beijing, February 23, 2005.
- Chair, “Setting Up and Self-Publishing In the USA,” TIGA Pre-E3 Seminar: Global Opportunities for UK Developers, May 11, 2004.
- Instructor, “Legal Issues With Open Source Software,” AeA Global Intellectual Property Conference, September 25, 2003.
- Instructor, “Intellectual Property Fundamentals and the Patenting Process,” Palo Alto, September 22, 2003.
- Instructor, “Taking Your Company Overseas: What Every Silicon Valley Company Needs to Know About Doing Business Internationally: Ten Intellectual Property Mistakes” and “Trade and Tax Matters,” Palo Alto, June 26, 2003.
- Instructor, “Overview of ITC Actions for Patent Infringement,” Palo Alto, May 28, 2003.
- Instructor, “The Madrid Protocol,” Palo Alto, May 1, 2003.
- Instructor, “When Patents Attack: The Importance of Strategic Intellectual Property to Technology Companies,” Stanford University, February 19, 2003 (also given: Hastings Intellectual Property Law Organization, San Francisco, March 19, 2003).
- Instructor, “The Importance of Strategic Intellectual Property to Technology Companies,” San Jose, October 3, 2001.
- Instructor, “Creating a Strategic Intellectual Property Program,” San Jose, October 26, 2000.
- Instructor, “Managing a Strategic Intellectual Property Program,” Cupertino, December 1, 1999.
- Instructor, “The Importance of Strategic Intellectual Property,” Campbell, October 8, 1999.
- Speaker, “The Civil Rights Provisions of the Violence Against Women Act,” Law and Society Association Annual Meeting, Phoenix, June 1994.
- Speaker, “The Civil Rights Provisions of the Violence Against Women Act,” York University, Citizenship, Identity, and Community Conference, Toronto, March 1994.
- Speaker, “The Stanford Survey on Attitudes, Awareness, and Incidence of Sexual Assault,” American College Health Association Conference, San Antonio, June 1990.
- Speaker, “The Stanford Survey on Attitudes, Awareness, and Incidence of Sexual Assault,” New Research on America Conference, Berlin, May 1990.
- Testified as Expert, “The Stanford Survey on Attitudes, Awareness, and Incidence of Sexual Assault,” California Senate Special Committee on Universities, Northridge, June 1989.

OTHER ACHIEVEMENTS

- Listed in *Law & Politics* and *San Francisco* magazines as a “Northern California Rising Star,” 2009 and 2010.
- Officiated international, professional, and NCAA soccer games and was one of the youngest nationally ranked soccer referees in the United States. Officiated in the German club system.
- Captained the University of Michigan quiz team that won the 1996 College Bowl National Championship, the 1996 Penn Bowl (Circuit) Championship, and the University Challenge International Championship, broadcast on BBC2-TV on January 1, 1997 on University Challenge (making David one of the few Americans ever to appear on the show). Previously had finished second (1992) and third (1995) at the College Bowl National Championship while at Stanford University.
- Finished 10th in the world in the 2016 Learned League Championship.
- Won \$26,800 on Jeopardy! in March 2003.
- Co-founder and initial Executive Director of National Academic Quiz Tournaments, LLC, the world’s leading sponsor of scholastic and collegiate academic competitions and championships.
- Cashed at the 2010 World Series of Poker Main Event.
- Coached the Nueva School chess team, which won the First Place Under 1000 team award at the 2009 CalChess State Class Championships.
- Two-time Kansas State Forensics/Speech champion.
- Appeared on *Who Wants to Be a Millionaire*. Did not become a millionaire.