

# Alamo Inventors<sup>SM</sup>



## Overcoming Obstacles Encountered In The Invention Process

Barbara Pitts & Mary Sarao

Sisters, Barbara Pitts and Mary Sarao, will be our speakers for October 2012 and will speak on **Overcoming Obstacles Encountered in the Invention Process** from concept to market. Barbara and Mary have faced the many challenges inventors commonly encounter as they pursued development and marketing of their successful inventions, such as their patented and licensed Ghostline® poster board which has sold in excess of \$200 million. Along the invention journey, they have developed key solutions to these invention problems which they will explain in their presentation. They will cover topics such as, patent searching, funding, prototyping, patenting, marketing, licensing, manufacturing, licensing agreements and non-disclosure agreements.

Barbara and Mary live in Plano, Texas and are recognized experts in the invention arena. They are authors of the **Everything Inventions and Patents Book**, the **Inventing on a Shoestring Budget book** and the soon to be released book, **Mailbox Money! A Step-by-Step Guide to Licensing Your Invention for Royalties**. Mary has written two popular e-books, **Super Easy Guide to Step-by-Step Patent Searching Online** and **Create a Compelling Presentation for your Invention**, that are offered without cost to visitors of their website, [www.asktheinventors.com](http://www.asktheinventors.com). Both sisters have been on the Board of Directors of the United Inventors Association, written articles for **Inventors Digest**, featured in the **Dallas Morning News** and subsequently featured in newspapers nationwide, and featured in the documentary film, **the Big Idea**. They have lectured extensively on the different areas of inventing and marketing at seminars, workshops and organizations throughout the country.

This is definitely a presentation that you do not want to miss.

Also, please take this opportunity to pay your annual dues (\$25/\$95 Corporate), thanks!

## Wednesday, October 10, 2012

5:30-6:30 Networking 6:30-8:00 PM - Presentation

San Antonio Technology Center

3463 Magic Drive

(North of I-410 Between Callaghan and Fredericksburg Roads)

**Public Invited**

**Special Thanks For: Refreshments Provided by Marx Design**



Alamo Inventors, a Special Interest Group (SIG) of Technology Connexus Association, is a non-profit organization made up of local area engineers, business people, professionals, students, faculty and people from all walks of life. Anyone interested in inventing and/or business and product development is welcome to attend and become a member.

For more information visit:

[www.alamoinventors.org](http://www.alamoinventors.org)

