

"Worth far more than its cover price....I wish I'd had it available to me  
when I was first looking for startup funding."  
—ERIC RIES, bestselling author of *The Lean Startup* and *The Startup Way*, from the foreword

# SECRETS OF SAND HILL ROAD

Venture Capital  
and How to Get It

## SCOTT KUPOR

MANAGING PARTNER AT ANDREESSEN HOROWITZ

# **Secrets of Sand Hill Road: Venture Capital and How to Get It**

**By**  
**Scott Kuper**  
**Penguin Audio**

When choosing the location of shopping and eating in the city, there are some things to think about. One consideration is how the location is connected to the city's main roads and public transport. This is important for most businesses, as it affects how many people can reach the business. Another consideration is the type of people who live in the area. For example, if the area is a residential area, then the business should offer products and services that are suitable for families. If the area is a commercial area, then the business should offer products and services that are suitable for businesses. The location of the business is also important for the type of business that can be started there. For example, a business that requires a large amount of space, such as a warehouse, should be located in an industrial area. A business that requires a lot of parking space should be located in an area with a lot of parking space. The location of the business is also important for the type of business that can be started there. For example, a business that requires a lot of space, such as a warehouse, should be located in an industrial area. A business that requires a lot of parking space should be located in an area with a lot of parking space.

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There are also some other things to think about when choosing the location of shopping and eating in the city. One thing to think about is the type of business that is being started. For example, if the business is a restaurant, then the location should be a place where there are many people who are looking for a place to eat. If the business is a shop, then the location should be a place where there are many people who are looking for a place to buy things. Another thing to think about is the type of people who live in the area. For example, if the area is a residential area, then the business should offer products and services that are suitable for families. If the area is a commercial area, then the business should offer products and services that are suitable for businesses. The location of the business is also important for the business's success. A business that is located in a busy area will have more customers than a business that is located in a quiet area. The location of the business is also important for the business's costs. A business that is located in a busy area will have higher costs than a business that is located in a quiet area.

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1. **Verbs** (working, to work) - *to* (working, not working) - *the* (with, without) - *and* (and, not and)  
 2. **Adjectives** (happy, to be happy) - *to* (happy, not happy) - *the* (happy, not happy) - *and* (and, not and)  
 3. **Adverbs** (very, to be very) - *to* (very, not very) - *the* (very, not very) - *and* (and, not and)  
 4. **Prepositions** (in, to be in) - *to* (in, not in) - *the* (in, not in) - *and* (and, not and)  
 5. **Conjunctions** (and, to be and) - *to* (and, not and) - *the* (and, not and) - *and* (and, not and)  
 6. **Interjections** (oh, to be oh) - *to* (oh, not oh) - *the* (oh, not oh) - *and* (and, not and)  
 7. **Articles** (a, to be a) - *to* (a, not a) - *the* (a, not a) - *and* (and, not and)  
 8. **Quantifiers** (some, to be some) - *to* (some, not some) - *the* (some, not some) - *and* (and, not and)  
 9. **Comparatives** (more, to be more) - *to* (more, not more) - *the* (more, not more) - *and* (and, not and)  
 10. **Superlatives** (most, to be most) - *to* (most, not most) - *the* (most, not most) - *and* (and, not and)

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There are some things to think about when choosing a location for a business. One of the most important things to think about is the location's accessibility. This means how easy it is for people to get to the location. A location that is easy to get to is more likely to be successful than a location that is hard to get to. Another thing to think about is the location's visibility. This means how easy it is for people to see the location. A location that is easy to see is more likely to be successful than a location that is hard to see. There are many other factors to consider when choosing a location, and it is important to think about all of them before making a decision.

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