

[Download] Venture Deals, Third Edition: Be Smarter Than Your Lawyer and Venture Capitalist



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Get the inside scoop on what venture capitalists want to see in your start-up. *Venture Deals* provides entrepreneurs and start-up owners with a definitive reference for understanding venture capital funding. More than an overview of the process, this book delves into the details of the term sheet, the players, the negotiations, the legalities, and more, including what not to do. This new third edition has been updated to reflect the new realities of today's intricate start-up environment: You'll learn how the decisions are made, what every item on the term sheet means, what's up for negotiation, and what's not. You'll discover the secrets to expanding your prospects, negotiating the right deal for your company, and figuring out the right balance of funding versus control. You'll see the process through the eyes of the venture capitalist, the angel investor, the syndicate, and the lawyer and develop a strategy that makes funding your company a win for all parties involved. This book is designed to help entrepreneurs succeed by bringing transparency to the venture capital funding process. Veteran investors walk you through the process from start to finish and beyond to help you: Understand how venture capital funds work and how investors decide to invest. Learn effective negotiation tactics based on game theory. Delve into the meanings behind the term sheet's economic and control issues.

Avoid common issues that sink deals at the seed, early, mid, and late stages Written by the experts at Foundry Group, this unique guide is expressly geared toward those on the other side of the table; instead of parsing investor-focused advice and working backward, you get actual insider information on what the people with the money want to see. If you're ready to take the next step for your business, Venture Deals is an essential listen.

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