

## Venture Capital 101

Forbes calls this book 1 of 6 books that all entrepreneurs must read right now (along with Peter Thiel's book and the 7 Habits of Highly Successful People). In this book you will learn how to get a meeting with anyone. You will learn how to take your career to the next level. You will learn how to reinvent yourself in ways that you never thought was possible! Chris Haroun has had the opportunity in his career to meet with the top CEOs, entrepreneurs and investors in the world, including Warren Buffett, Bill Gates, Marc Benioff, and the CEOs of most large technology companies. This book is an amalgamation of business advice that Chris has compiled from his many meetings with successful business people over the past two decades as well as observations of why brilliant entrepreneurs like Steve Jobs or Mark Zuckerberg have become incredibly successful. Business schools do a good job of providing students with theoretical and practical frameworks that can be applicable to real world problems but business schools often miss teaching students some of the most crucial business lessons like how to network or how to find customers or how to get a job!

An essential guide to understanding the dynamics of a startup's board of directors Let's face it, as founders and entrepreneurs, you have a lot on your plate—getting to your minimum viable product, developing customer interaction, hiring team members, and managing the accounts/books. Sooner or later, you have a board of directors, three to five (or even seven) Type A personalities who seek your attention and at times will tell you what to do. While you might be hesitant to form a board, establishing an objective outside group is essential for startups, especially to keep you on track, call you out when you flail, and in some cases, save you from yourself. In *Startup Boards*, Brad Feld—a Boulder, Colorado-based entrepreneur turned-venture capitalist—shares his experience in this area by talking about the importance of having the right board members on your team and how to manage them well. Along the way, he shares valuable insights on various aspects of the board, including how they can support you, help you understand your startup's milestones and get to them faster, and hold you accountable. Details the process of choosing board members, including interviewing many people, checking references, and remembering that there should be no fear in rejecting a wrong fit Explores the importance of running great meetings, mixing social time with business time, and much more Recommends being a board member yourself at some other organization so you see the other side of the equation Engaging and informative, *Startup Boards* is a practical guide to one of the most important pieces of the startup puzzle.

Despite all of the writing on venture capital, there is a missing part of the literature. There has been no book written about raising a venture capital fund. It remains a secret to a few privileged venture capitalists who have gone through this fundraising process. Until now . . . This book serves as a guide. It dives into the process of raising a venture capital fund, the how-tos, the unique language of the limited partner (LP) world, secrets of how LPs think about fund diligence and alignment, the best practices in fundraising, what works, and how you can best prepare for success. I've written this book after spending a decade investing into venture capital funds at a \$30B wealth management firm and a \$160B technology company. I've been on both sides of the table, the VC and the LP side. I've been behind the scenes managing every aspect of the fundraising process, investing into 80 funds, and reviewing thousands of fund investments. I also co-founded a company that specifically focuses on co-building venture capital businesses, which includes helping VCs understand the intricate dynamics of raising a venture capital fund. After reading my book, you will gain the knowledge and insights gained from these experiences.

Entrepreneurs who dream of building the next Amazon, Facebook, or Google can take advantage of one of the most powerful economic engines the world has ever known: venture capital. To do so, you need to woo, impress, and persuade venture capitalists to take a risk on an unproven idea. That task is challenge enough. But choosing the right investor can be harder still. Even if you manage to get backing, you want your VC to be a partner, not some adversary who will undermine your vision in order to make a quick return. Jeffrey Busgang is one of a few people who have played on both sides of this high-stakes game. By his early thirties, he had helped build two successful start-ups-one went public, the other was acquired. Now he draws on his experience and unique perspective on the "other side" as a venture capitalist helping entrepreneurs bring their dreams to fruition. Busgang offers detailed insights, colorful stories, and practical advice gathered from his own experience as well as from interviews with dozens of the most successful players on both sides of the game, including Twitter's Jack Dorsey and LinkedIn's Reid Hoffman. He reveals how to get noticed, perfect a pitch, and negotiate a partnership that works for everyone. An insider's guide to the secrets of the world venture capital, *Mastering the VC Game* will prove invaluable for entrepreneurs seeking capital and successful partnerships.

*Mergers & Acquisitions For Dummies* (9781119543862) was previously published as *Mergers & Acquisitions For Dummies* (9780470385562). While this version features a new Dummies cover and design, the content is the same as the prior release and should not be considered a new or updated product. The easy way to make smart business transactions Are you a business owner, investor, venture capitalist, or member of a private equity firm looking to grow your business by getting involved in a merger with, or acquisition of, another company? Are you looking for a plain-English guide to how mergers and acquisitions can affect your investments? Look no further. *Mergers & Acquisitions For Dummies* explains the entire process step by step—from the different types of transactions and structures to raising funds and partnering. Plus, you'll get expert advice on identifying targets, business valuation, doing due diligence, closing the purchase agreement, and integrating new employees and new ways of doing business. Step-by-step techniques and real-world advice for making successful mergers and acquisitions Covers international laws and regulations How to take advantage of high-value deals Going beyond the case studies of other books, *Mergers & Acquisitions For Dummies* is your one-stop reference for making business growth a success.

The definitive guide to demystifying the venture capital business *The Business of Venture Capital, Second Edition* covers the entire spectrum of this field, from raising funds and structuring investments to assessing exit pathways. Written by a practitioner for practitioners, the book provides the necessary breadth and depth, simplifies the jargon, and balances the analytical logic with experiential wisdom. Starting with a Foreword by Mark Heesen, President, National Venture Capital Association (NVCA), this important guide includes insights and perspectives from leading experts. Covers the process of raising the venture fund, including identifying and assessing the Limited Partner universe; fund due-diligence criteria; and fund investment terms in Part One Discusses the investment process, including sourcing investment opportunities; conducting due diligence and negotiating investment terms; adding value as a board member; and exploring exit pathways in Part Two Offers insights, anecdotes, and wisdom from the experiences of best-in-class practitioners Includes interviews conducted by Leading Limited Partners/Fund-of-Funds with Credit Suisse, Top Tier Capital Partners, Grove Street Advisors, Rho Capital, Pension Fund Managers, and Family Office Managers Features the insights of over twenty-five leading venture capital practitioners, frequently featured on Forbes' Midas List of top venture capitalists Those aspiring to raise a fund, pursue a career in venture capital, or simply understand the art of investing can benefit from *The Business of Venture Capital, Second Edition*. The companion website offers various tools such as GP Fund Due Diligence Checklist, Investment Due Diligence Checklist, and more, as well as external links to industry white papers and other industry guidelines.

"Based on in-depth interviews with more than 200 leading entrepreneurs, [including the founders of LinkedIn, Chipotle, eBay, Under Armour, Tesla Motors, SpaceX, Spanx, Airbnb, PayPal, JetBlue, Gilt Group, Theranos, and Dropbox], a business executive and senior fellow at [the Harvard Kennedy School] identifies the six essential disciplines needed to transform your ideas into real-world successes, whether you're an innovative manager or an aspiring entrepreneur"--

"*Women In Venture*" features more than 100 women making investment decisions in venture capital around the world. Forget everything that you have read before and hear the real stories, not manicured by the media, about women who achieved success in this male-dominated industry. They tell us how they worked with men hand in hand to get where they are; how male friends and mentors helped them to achieve

their dreams and become better selves; they tell us what it takes to be a venture capitalist. There has never been a stronger collection of wisdom from women who are at the top of the venture capital world. Imagine watching several episodes of David Letterman's "My Next Guest" show with your favorite characters. Funny, controversial, always sharp and intelligent, they tell about their adventures, challenges, and lessons learned. This is what this book is. Whether you agree or disagree with their personal beliefs and opinions, you won't stay indifferent to what they have to say. The author, Renata George, surveyed hundreds of people on social media to find out who their favorite women VCs are, whom she then interviewed to discuss their experience in venture capital industry in a raw and honest way. The book profiles women VCs of all generations: from first women investors to the brand new names in the venture capital arena, women who manage famous venture capital franchises and who have just raised their first fund.

Venture Capital is a form of financing provided by wealthy investors, investment banks and other financial institutions to start-ups and small-to medium-sized enterprises with strong growth potential in exchange of private equity stakes. These investors are also known as venture capitalists. With the rise of start-ups and small ventures, the market of venture capitalist and the interest of people in venture capitalism are also increasing. The valuation of the firms done by the venture capitalist at the beginning is not just a betting game. It is a thorough research done using different strategies and computing formulas. Venture Capital Investments gives a fundamental understanding of various aspects of venture capital covering the nature of investments, deal evaluation, structure, economics and fundraising. It discusses the challenges a venture capitalist faces right from raising funds to evaluating a potential deal and exit valuation. The book begins by covering the difference between the private market and the public market. Finally, it discusses fund economics and fund structure in venture capital firms. The book will be a helpful read for entrepreneurs who want to get into the shoes of a venture capitalist and understand how they value a firm or a start-up. It will also be an informative read for the aspiring venture capitalists who are interested to enter the venture capital market.

The cannabis industry is seeing an explosion of entrepreneurship and a great amount of capital is flowing into the sector globally. It is essential for cannabis business owners to understand how to be one of the few businesses that secure funding. The answer to bridging this disconnect lies in not only understanding how to build a successful business but, directly listening from investors on what is required when backing a company. And most importantly, why they invest in certain companies, entrepreneurs and not others. Cannabis Capital is the definitive resource outlining the fundamentals for building a company that will attract investment, why investors will invest and how to successfully raise capital. Ross O'Brien brings more than a decade of investing in private companies, managing a \$50 million cannabis investment fund, hosting cannabis industry events, as well as investor forums. O'Brien shares the best practices and shares proven frameworks for success.

A successful entrepreneur is a man or woman who knows how to combine venture capital with hard work to create an entirely new and profitable enterprise. For those with the talent and imagination to become entrepreneurs, this book summarizes things they must know and tasks they must accomplish. Factors include financing, management of assets, legal considerations, accounting, human resource management, knowledge of the selected business type, taxes, marketing, and daily operations. Barron's Business Success books offer useful advice and instruction to career-minded men and women looking to get ahead in the business and corporate world.

A comprehensive, one-stop read for entrepreneurs who want actionable learnings about a wide range of startup and digital-related topics from George Deeb, a serial entrepreneur and partner at Red Rocket Ventures. The book is a startup executive's strategic "playbook", with "how-to" lessons about business in general, sales, marketing, technology, operations, human resources, finance, fund raising and more, including many case studies herein. We have demystified and synthesized the information an entrepreneur needs to strategize, fund, develop, launch and market their businesses. Join the 100,000+ readers who have already benefitted from this book, freely available and continuously updated on the Red Rocket Blog website. TESTIMONIALS David Rabjohns, Founder & CEO at MotiveQuest "George's passion, ideas and involvement with MotiveQuest has been "game changing" for us. From jumpstarting our sales and marketing plans and team, to productizing our business and procedures, Red Rocket has had an immediate and meaningful impact from day one. I highly recommend Red Rocket. If you want to grow, strap on the Red Rocket." Tyler Spalding, Founder & CEO at StyleSeek "Red Rocket has been a great investor for our business and vocal champion of our brand. As a proven entrepreneur himself, George has provided valuable insights and recommendations on how to best build my business. Red Rocket would be a great partner in helping build your business." Seth Rosenberg, SVP at Camping World "Red Rocket helped us do a high level assessment of our e-commerce efforts and assisted with the development of a digital strategy and marketing plan. Red Rocket identified some immediate opportunities, which we are implementing. I am pleased to recommend Red Rocket for your e-commerce and digital marketing needs." Andrew Hoog, Founder and CEO at viaForensics "As viaForensics experienced significant growth, we recognized the need for an experienced advisor with start-up chops who could help us refine critical steps in our transition from a service company to a product-based company. Red Rocket's expertise in growth planning including organizational structure, financial modeling and competitive analysis were instrumental in refining our strategy. He helped facilitate key decisions the management team needed to make in order to take the company to the next level. We are very pleased with Red Rocket's contributions to viaForensics and highly recommend his services to other start-ups facing similar growth." Jerry Freeman, Founder & CEO at PaletteApp "Red Rocket has been a key instigator in helping raise funds for PaletteApp. They have helped me tremendously in realizing what an investor wants to see and how best to present it. George has great experience and understanding of how to fund and launch a new company. We feel fortunate that he has thrown his hat into our arena." Scott Skinger, CEO at TrainSignal "Red Rocket helped us in a variety of ways, from financial modeling to introductions to lenders. Their biggest win was helping us do preliminary investigative research on one of our competitors, that ultimately sparked a dialog that lead to the \$23.6MM sale of our business to that company. We couldn't be more happy with Red Rocket's involvement with our business. Overall, a great advisor to have in your corner."

Technology is simply the means to an end to develop new processes, systems, and tools, but its influence is being felt in every corner of the real estate industry. Given the dizzying pace and expanding scope of PropTech, though, how can anyone hope to keep up? In their book, PropTech 101, authors Aaron Block and Zach Aarons present an insightful narrative into the PropTech and real estate industry in effort to help ensure that you don't get left behind in the wave of change. This is not an exhaustive look at PropTech; it is, rather, a broad overview of basic history, dynamics, key stakeholders, and trends that serves as a set of keys that will open the door and let you into the PropTech space so that you can begin to explore it with confidence and a mental map of the most important contours. The FUTURE of REAL ESTATE "A real estate revolution is underway, and MetaProp is a master navigator of the emerging trends and technologies energizing this transformation. The team's insight into the opportunities and possibilities is a rousing call to embrace change at an advantageous time. Consider Aaron, Zach, and their colleagues your expert partners in sparking open innovation and inspiring digital transformation at a critical confluence in which adaptation is essential for accelerating success." Jeff Stein Senior advisor to the chairman, AECOM "At Columbia Entrepreneurship, it's our mission to enrich and support the entrepreneurial ecosystem throughout the Columbia community. Part of this involves imbuing traditional disciplines such as real estate with technology, digital literacy, and entrepreneurial thinking. In this way we empower the next generation of our students with the skills and sensibilities that will help them succeed. And so it is with PropTech 101--where Zach and Aaron share their access to top minds from around the world as well as actionable insights into the fascinating real estate technology space. Soak this in and enjoy as this book provides a rollicking journey through the exclusive world of elite PropTech investors." Dave Lerner Director, Columbia Entrepreneurship

Andrew Romans captured wisdom from interviews with 100+ Corporate Venture Capitalists (CVCs), independent VCs, CEOs of startups,

bankers and lawyers to write the definitive book on the topic of CVC. Masters of Corporate Venture Capital is packed with invaluable advice about how to best raise capital from CVCs, unlock synergies of partnering startups with large corporations for rapid international growth and avoid potential disasters and other dangers related to CVC. More than 20% of all Venture Capital financings include at least one CVC and thus startups need to understand this previously misunderstood area of funding. Corporations need to establish their own CVC arms to access external innovation and learn how to bring this inside via VC investing, partnerships and M&A. We work in a very complex ecosystem and this book captures stories that bring the complexity to life with simple lessons. This book is for: \* Entrepreneurs \* VCs \* Angel investors \* Family offices \* CVCs \* Corporates thinking about launching a CVC \* Anyone advising startups.

Silicon Valley is the business Mecca of the 21st century. It draws entrepreneurs and business leaders from all across the world who are seeking success and lucrative opportunities. But while there are opportunities, there aren't enough for everyone. Success there is mined from experience, from past failures, and from lessons won over the course of a lifetime. What if there was an experienced professional with over 30 years of history in Silicon Valley willing to share their story, their wisdom, and their experience? Lacy Edwards is just that man.

"Takeaways" is his story as a CEO in Silicon Valley. He has helped build six software companies, and now he's helping you build yours. In 101 short, understandable lessons you'll receive the experience it took him 30 years to earn.

A little book full of enormous value for novices and seasoned venture capitalists alike After having been thrown for a loop by the bursting of the tech bubble more than a decade ago, the venture capital industry suddenly has come roaring back to life over the past two years. In 2011 alone, more than \$7.5 billion in venture capital was invested—representing more than a 19% increase over the previous year—in more than 966 companies. A majority of these companies reside in the life sciences, Internet, and alternative energy sectors. In today's weak job market, VC is more important than ever, since financing new tech, alternative energy, media, and other small to mid-sized companies is vital to creating new jobs. Written by Lou Gerken, a noted international authority on venture capital and alternative investments, this book tells you everything you need to know about the venture capital industry's important role in enhancing economic growth and employment. It is also the perfect go to primer on making venture capital investments to enhance portfolio returns. Highly accessible explanations of the ins and outs of venture capital for would-be investors and experienced VCs Highlights the historical VC track record, and offers expert advice and guidance on venture capital exposure, investment options, sourcing opportunities and due diligence Provides proven strategies for successful investment selection, timing, monitoring, and exiting for optimum returns Features endorsements from luminaries of the VC world, including Kleiner Perkins Caufield & Byers co-founder Frank Caulfield, and Dr. Art Laffer, among others

Bible scholar and teacher, Dr. John R. Hargrove has designed a wonderful, year-long course for the individual Bible student and for the classroom. Spread out over twelve courses, each book is a wonderful and insightful introduction to the Word of God. From Genesis to Revelation, Dr. Hargrove hopes to help you grow in the Lord and to understand his Word at a deeper, more profound level. An intimate level. Ideal for small group study and for the individual, the Biblical Studies 101 program is, we think, ideal for you, too. Excellent Beginnings: Course One Let's go back in time to the story of Creation and a study of the earliest men in the Book of Genesis. The question is: did God create us or did we come from a sort of cosmic soup billions of years ago? Since Creation has obviously taken place, I believe there is a Creator. He is God. In the Bible, we will see that God does not speak verbally to everyone, but chooses specific people to talk to, and asks them to go forth as prophets for Him. Those were usually men of great faith. We will soon learn that the Bible is not a story of great men, but of a great God. Yes, the Lord still communicates with us today, and I want to show you how. In this study, Course One of the "Biblical Studies 101", we will assume the Creation story is the true one. If you are not sure about that, I invite you to settle in and read what God has to say about it.

It is a huge misconception that veganism and building muscle are mutually exclusive. Society has taught us to believe that eating meat is correlated with being "macho" and you need it to build great muscle. Well that unfortunately might be a stereotype, but it is not a fact. When you have a plan and adjust accordingly, than getting great results on a vegan bodybuilding diet is just as easy as it would be with any other plan. And that is the purpose of this book. Inside, you will learn the trials and errors that vegans make when they start building muscle, and how to get optimal results out of a plant-powered diet. This book is not only centered around vegan bodybuilding but also covers vegan health benefits, supplements, bodybuilding recipes and saving money! Be prepared to feel great, have energy you never had before and make the best gains of your life!

Although start-ups represent a major phenomenon in the USA, they also create skepticism and even suspicion, perhaps because of the excesses of the Internet bubble. Apple, Microsoft, Intel, Cisco, Yahoo and Google were all start-ups and these success stories show that the phenomenon is not mere speculation. The goal of this book is to show start-ups from a different angle. Start-ups are created by individuals who are passionate and who have dreams. Therefore this work should not only be read by specialists of innovation or by high tech entrepreneurs, but also by anyone interested in the history and economics of start-ups. The book is presented in two parts: it begins with a presentation of Silicon Valley start-ups, which ends with a description of the ecosystem of this region. The second part is dedicated to Europe, where the start-up phenomenon has failed in comparison. The main message is that it is absolutely necessary to take more inspiration from Silicon Valley.

The new edition of the definitive guide for venture capital practitioners—covers the entire process of venture firm formation & management, fund-raising, portfolio construction, value creation, and exit strategies Since its initial publication, The Business of Venture Capital has been hailed as the definitive, most comprehensive book on the subject. Now in its third edition, this market-leading text explains the multiple facets of the business of venture capital, from raising venture funds, to structuring investments, to generating consistent returns, to evaluating exit strategies. Author and VC Mahendra Ramsinghani who has invested in startups and venture funds for over a decade, offers best practices from experts on the front lines of this business. This fully-updated edition includes fresh perspectives on the Softbank effect, career paths for young professionals, case studies and cultural disasters, investment models, epic failures, and more. Readers are guided through each stage of the VC process, supported by a companion website containing tools such as the LP-GP Fund Due Diligence Checklist, the Investment Due Diligence Checklist, an Investment Summary format, and links to white papers and other industry guidelines. Designed for experienced practitioners, angels, devils, and novices alike, this valuable resource: Identifies the key attributes of a VC professional and the arc of an investor's career Covers the art of raising a venture fund, identifying anchor investors, fund due diligence, negotiating fund investment terms with limited partners, and more Examines the distinct aspects of portfolio construction and value creation Balances technical analyses and real-world insights Features interviews, personal stories, anecdotes, and wisdom from leading venture capitalists The Business of Venture Capital, Third Edition is a must-read book for anyone seeking to raise a venture fund or pursue a career in venture capital, as well as practicing venture capitalists, angel investors or devils alike, limited partners, attorneys, start-up entrepreneurs, and MBA students.

Life is full of challenges. There are times when you will feel like you've done everything to the best of your ability, but in the end, it still didn't work. Have you ever wondered why? Was it because life is unfair, or was it because you were actually "expecting the worst"? Have you considered expecting the best instead? You may think, "Of course, I considered great things to happen!," but science says otherwise. People who are preparing for something are found to be thinking more of the bad things that could happen than the positive outcomes. More often than not, thinking about unfortunate events actually make it happen. Hoping that you will not be late for a meeting will cause you to be late. Thinking of saying a complex sentence inappropriately actually makes you tongue-tied. Do you know why? It is because your thoughts have the power to change things and events. In this book, you will learn how to master positive thinking by learning about the power of thought and

the Law of Attraction. With these core principles, this book will teach you ways on how to think positively by hacking your body, your speech, and your actions. You will know about scientific studies that proved the benefits of positive thinking. You will also be introduced to the successful life teachers who used positivity to become successful. Finally, you will be provided with step-by-step guides on how you can do it yourself. You are on your way to becoming a positive person who will enjoy living a good life by spreading the positive vibrations to the world! After downloading this book you will learn... Chapter 1: The Power of Thought Chapter 2: Mind over Body: The Power of Expectation Chapter 3: Mind over Matter: The Power of Intention Chapter 4: Mind over Society: The Power of Mental Communication Chapter 5: The Law of Attraction Chapter 6: Become a Positive Thinker: Start with Your Body Chapter 7: Become a Positive Speaker Chapter 8: Become a Positive Doer And Much, much more!

The Funding 101 Workbook is a matching title to the Funding 101 DVD Package

Inside the Minds: Venture Capital Valuations is an indispensable guide for both venture capitalists and entrepreneurs alike on the art and science of valuing companies. Featuring managing directors and senior partners representing some of the world's top venture capital firms, this book offers proven strategies for establishing valuations and protecting one's investment. From the steps involved in conducting due diligence to strategies around handling negotiations, evaluating factors like the rate of return, market size, and exit potential, these experts offer tips for the best ways to navigate the intricacies of the valuation process. How do valuations differ for a startup or established company? Profitable or non-profitable? Public or private? The authors address these questions and more as they reveal the secrets to their successful investments and offer invaluable tips for newcomers to the valuation process. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great minds powering the venture world, as experts offer up their thoughts around the keys to success within this facet of venture capital - where investing, strategizing, and deal-making intersect. About Inside the Minds: Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book. This book is by: Jacob C. Baum, President & Partner, 2M Companies, Inc. – "Establishing Valuations" Larry Kubal, Managing Partner, Labrador Ventures - "Exploring the Entrepreneur and Venture Capitalist Relationship" Keith Bank, Managing Director, KB Partners – "Key Factors in Determining Valuations" Charles R. Lax, Founder & Managing General Partner, GrandBanks Capital – "Valuations 101" Anthony M. Abate, Former General Partner, Battery Ventures – "The Naked Truth about Company Value" Hanson Cheah, Managing Partner, AsiaTech Ventures Ltd. – "Valuations: An Art, Not a Science" Wei-Wu He, Ph.D., Managing Partner, Emerging Technology Partner, LLC – "Balancing Risk and Reward"

The biggest challenge faced by both Beginning and Experienced Wealth Builders is raising the money they need to start, buy, or expand their business activities. This guidebook shows these entrepreneurs how, and where, to get the money needed for their business moneymaking enterprises. Even if the Beginning Wealth Builder (BWB for short) or Experienced Wealth Builder (EWB), has poor credit, a history of bankruptcy, slow pays, or other financial troubles, this guidebook shows him/her how to get the loan, venture capital, public (or private) money, or grant they need. Since businesses vary widely in the amount of money needed, this book covers getting funding from just a few thousand dollars to multi-millions. Businesses covered range from the small mom-and-pop type activity to the successful firm having up to 500 employees. Either type of business can use the many hands-on directions given in this book.

The purpose of this book is to define the process and protocols of the TASASS™ score. It also serves as the textbook for the USCGA™ TASASS™ certification course. It was written as a manual for students, entrepreneurs, finance professionals, advisors, and consultants. It defines the types of capital available and documentation requirements to achieve "success" in the capital marketplace. "Success" is defined as a trifecta of: 1) the enterprise acquiring capital; 2) the business becoming successful and 3) the capital source(s) receiving a positive outcome. Business Capital 101 provides clarity in an otherwise complicated environment of gaining access to capital for qualified enterprises. Our mission is to provide a compliant, professional, time-sensitive, cost-conscious, and realistic approach to the business finance process. We accomplish this mission by the implementation of a due diligence process known as the TASASS™ score. The TASASS™ score was developed as a result of a study of more than 300 enterprises engaged by me since 2008 wherein, I was able to determine the more than 300 common attributes amongst successful and failed ventures. The TASASS™ score is a combination of a Transaction Analysis™ (TA), a Situation Analysis™ (SA) implemented in a Software (S) that results in a Score (S). The TASASS™ score is a standardized objective due diligence process that serves capital markets during the enterprise vetting phase of capitalization. The software was created based on a 10-year study of 300 applicants. The goal of the proprietary Software as a Service (SaaS) is to identify opportunities that achieve a TASASS™ score in excess of 92.5%, known as "TASASS Prime™." TASASS™ is an acronym for: Transaction Analysis Situation Analysis Scoring Software™. The TASASS™ score was developed by Tony Drexel Smith through the financial and human capital resources of: TASASS, Inc, The Association of Blue Moon Advisors, Blue Moon Advisors, Inc., Blue Moon Consortium, Inc., US Capital Global, SUMATICI, Inc., and TD Smith & Associates. Enterprises that have raised capital successfully have the following commonalities: they sought the right type of capital for their stage of development and ability to repay; they created documentation that speaks to the correct capital; and they earned a minimum of 925 out of the 1,000 points possible in our TASASS™ score. Tony Drexel Smith Dr. Roberta Pellant

This second edition of Introduction to Private Equity is more than an update, it reflects the dramatic changes which have affected an industry which is evolving rapidly, internationalizing and maturing fast. What is recognized as a critical yet grounded guide to the private equity industry blends academic rigour with practical experience. It provides a clear, synthetic and critical perspective of the industry from a professional who has worked at many levels within the industry; including insurance, funds of funds, funds and portfolio companies. The book approaches the private equity sector top-down, to provide a sense of its evolution and how the current situation has been built. It then details the interrelations between investors, funds, fund managers and entrepreneurs. At this point, the perspective shifts to bottom-up, how a private business is valued, how transactions are processed and the due diligence issues to consider before moving ahead. Introduction to Private Equity, Second Edition covers the private equity industry as a whole, putting its recent developments (such as secondary markets, crowdfunding, venture capital in emerging markets) into perspective. The book covers its organization, governance and function, then details the various segments within the industry, including Leveraged Buy-Outs, Venture Capital, Mezzanine Financing, Growth Capital, Distressed Debt, Turn-Around Capital, Funds of Funds and beyond. Finally, it offers a framework to anticipate and understand its future developments. This book provides a balanced perspective on the corporate governance challenges affecting the industry and draws perspectives on the evolution of the sector, following a major crisis.

The first book to offer a comprehensive framework for conducting the venture capital due diligence process Venture capitalists and other professional investors use due diligence to uncover all of the critical aspects of a company in which they are considering investing in an attempt to estimate the ROI of this decision. The state of the market, management expertise within the firm, legal concerns, location, and environmental issues are just a few of the factors investors include in their due diligence analyses. This book is the only guide to provide investors with a rigorous due diligence framework that can be customized to fit the practice of the firm. The book provides readers with a clear and complete understanding of the due diligence process and formalizes the process for the VC community. The book is structured around key criteria presented in the form of questions. Each question is followed by in-depth explanations and analyses that incorporate the best

practices of today's top VCs, including John Doerr, Don Valentine, Kevin Fong, and Ann Winblad.

If you're looking for ways to raise capital for your new business, you're not alone. While money doesn't grow on trees, there are several ways you can seek funding for your business--some more traditional than others. This book is a primer on the funding options available to your startup. I wish you and your team all success. Author's Note: - What Makes A Startup? - Startups: A Brief History - Understanding The Various Stages Of Funding - Preparing The Ground For Fund Raising - Types of funding - Why It's Important To Be Frugal - Seed Capital - Venture Capital (VC) -What VCs Want To Know About Your Startup Angel Investors And so on...

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#1 New York Times Bestseller Legendary venture capitalist John Doerr reveals how the goal-setting system of Objectives and Key Results (OKRs) has helped tech giants from Intel to Google achieve explosive growth—and how it can help any organization thrive. In the fall of 1999, John Doerr met with the founders of a start-up whom he'd just given \$12.5 million, the biggest investment of his career. Larry Page and Sergey Brin had amazing technology, entrepreneurial energy, and sky-high ambitions, but no real business plan. For Google to change the world (or even to survive), Page and Brin had to learn how to make tough choices on priorities while keeping their team on track. They'd have to know when to pull the plug on losing propositions, to fail fast. And they needed timely, relevant data to track their progress—to measure what mattered. Doerr taught them about a proven approach to operating excellence: Objectives and Key Results. He had first discovered OKRs in the 1970s as an engineer at Intel, where the legendary Andy Grove ("the greatest manager of his or any era") drove the best-run company Doerr had ever seen. Later, as a venture capitalist, Doerr shared Grove's brainchild with more than fifty companies. Wherever the process was faithfully practiced, it worked. In this goal-setting system, objectives define what we seek to achieve; key results are how those top-priority goals will be attained with specific, measurable actions within a set time frame. Everyone's goals, from entry level to CEO, are transparent to the entire organization. The benefits are profound. OKRs surface an organization's most important work. They focus effort and foster coordination. They keep employees on track. They link objectives across silos to unify and strengthen the entire company. Along the way, OKRs enhance workplace satisfaction and boost retention. In *Measure What Matters*, Doerr shares a broad range of first-person, behind-the-scenes case studies, with narrators including Bono and Bill Gates, to demonstrate the focus, agility, and explosive growth that OKRs have spurred at so many great organizations. This book will help a new generation of leaders capture the same magic.

In *Venture Capital and the Finance of Innovation*, future and current venture capitalists will find a useful guide to the principles of finance and the financial models that underlie venture capital decisions. Assuming no knowledge beyond concepts covered in first-year MBA course, the text serves as an innovative model for the valuation of start ups, and will familiarise you with the relationship between risk and return in venture capital, historical statistics on the performance of venture capital investments, total and partial valuation--and more.

Venture capital (VC) refers to investments provided to early-stage, innovative, and high growth start-up companies. A common characteristic of all venture capital investments is that investee companies do not have cash flows to pay interest on debt or dividends on equity. Rather, investments are made with a view towards capital gain on exit. The most sought after exit routes are an initial public offering (IPO), where a company lists on a stock exchange for the first time, and an acquisition exit (trade sale), where the company is sold in entirety to another company. However, VCs often exit their investments by secondary sales, wherein the entrepreneur retains his or her share but the VC sells to another company or investor buybacks, where the entrepreneur repurchases the VC's interest and write-offs (liquidations). The *Oxford Handbook of Venture Capital* provides a comprehensive picture of all the issues dealing with the structure, governance, and performance of venture capital from a global perspective. The handbook comprises contributions from 55 authors currently based in 12 different countries.

An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, *Venture Capital Financings* puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

A riveting, deeply personal account of history in the making—from the president who inspired us to believe in the power of democracy #1 NEW YORK TIMES BESTSELLER • NAACP IMAGE AWARD NOMINEE • NAMED ONE OF THE TEN BEST BOOKS OF THE YEAR BY THE NEW YORK TIMES BOOK REVIEW NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Washington Post • Jennifer Szalai, The New York Times • NPR • The Guardian • Marie Claire In the stirring, highly anticipated first volume of his presidential memoirs, Barack Obama tells the story of his improbable odyssey from young man searching for his identity to leader of the free world, describing in strikingly personal detail both his political education and the landmark moments of the first term of his historic presidency—a time of dramatic transformation and turmoil. Obama takes readers on a compelling journey from his earliest political aspirations to the pivotal Iowa caucus victory that demonstrated the power of grassroots activism to the watershed night of November 4, 2008, when he was elected 44th president of the United States, becoming the first African American to hold the nation's highest office. Reflecting on the presidency, he offers a unique and thoughtful exploration of both the awesome reach and the limits of presidential power, as well as singular insights into the dynamics of U.S. partisan politics and international diplomacy. Obama brings readers inside the Oval Office and the White House Situation Room, and to Moscow, Cairo, Beijing, and points beyond. We are privy to his thoughts as he assembles his cabinet, wrestles with a global financial crisis, takes the measure of Vladimir Putin, overcomes seemingly insurmountable odds to secure passage of the Affordable Care Act, clashes with generals about U.S. strategy in Afghanistan, tackles Wall Street reform, responds to the devastating Deepwater Horizon blowout, and authorizes Operation Neptune's Spear, which leads to the death of Osama bin Laden. *A Promised Land* is extraordinarily intimate and introspective—the story of one man's bet with

