Raising Venture Capital in Europe, Second Edition, introduces private equity and venture capital markets while presenting new information about the core of private equity: secondary markets, private debt, PPP within private equity, crowdfunding, venture philanthropy, impact investing, and more. Every chapter has been updated, and new data, cases, examples, sections, and chapters illuminate elements unique to the European model. With the help of new pedagogical materials, this Second Edition provides marketable insights about valuation and deal-making not available elsewhere. Covers new regulations and legal frameworks (in Europe and the US) described by data and tax rates Features overhauled and expanded pedagogical supplements to increase the versatility of the Second Edition Focuses on Europe Includes balanced presentations throughout the book

The Entrepreneur's Guide to Law and Strategy 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 Bussgang 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. Bussgang 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.

Adventure Capitalist This encyclopedic legal & business guide is packed with state-of-the-art analysis, forms and commentary, all designed to help you master the most crucial stages of the venture financing process.
Biotechnology Venture Capital Investments 40 leading venture capitalists come together to teach entrepreneurs how to succeed with their startup The Entrepreneurial Bible to Venture Capital is packed with invaluable advice about how to raise angel and venture capital funding, how to build value in a start-up, and how to exit a company with maximum value for both founders and investors. It guides entrepreneurs through every step in an entrepreneurial venture from the legalities of raising initial capital to knowing when to change tactics. Andrew Romans is the co-founder and general partner of Rubicon Venture Capital, a venture capital fund that invests in privately held technology companies and enables its investors to co-invest along side the fund on a deal-by-deal basis via innovative sidecar funds right up to IPO or M&A exit. Romans is also the founder and general partner of The Founders Club, a venture capital equity exchange fund and investor in later stage liquidity transactions.

Venture Capital Deal Terms “In principle, venture capital is where the ordinarily conservative, cynical domain of big money touches dreamy, long-shot enterprise. In practice, it has become the distinguishing big-business engine of our time[A] first-rate history.” —New Yorker “An excellent and original economic history of venture capital.” —Tyler Cowen, Marginal Revolution “It is an article of faith that ready access to venture capital makes an economy more dynamic. Nicholas frames the case historically.” —Wall Street Journal “A detailed, fact-filled account of America’s most celebrated moneymen.” —New Republic VC tells the riveting story of how the venture capital industry arose from America’s longstanding identification with entrepreneurship and risk-taking. Whether the venture is a whaling voyage setting sail from New Bedford (as in VC’s infancy) or the latest Silicon Valley startup, VC is a state of mind as much as a way of doing business, exemplified by an appetite for seeking extreme financial rewards, a tolerance for failure and experimentation, and a faith in the promise of innovation to generate new wealth. Tom Nicholas’s authoritative history takes us on a roller coaster of entrepreneurial successes and setbacks. It describes how iconic firms like Kleiner Perkins and Sequoia invested in Genentech and Apple as it tells the larger story of VC’s birth and evolution, revealing along the way why it is such a quintessentially American institution—one that has proven difficult to recreate elsewhere.

Negotiating the Impossible Startup money is moving online, and this guide shows you how it works. The Art of Startup Fundraising takes a fresh look at raising money for startups, with a focus on the changing face of startup finance. New regulations are making the old go-to advice less relevant, as startup money is increasingly moving online. These new waters are all but uncharted—and founders need an accessible guide. This book helps you navigate the online world of startup fundraising with easy-to-follow explanations and expert perspective on the new digital world of finance. You’ll find tips and tricks on raising money and investing in startups from early stage to growth stage, and develop a clear strategy based on the new realities surrounding today’s startup landscape. The finance world is in a massive state of flux. Changes are occurring at an increasing pace in all sectors, but few more intensely than the startup sphere. When the paradigm changes, your processes must change with it. This book shows you how startup funding works, with expert coaching toward the new rules on the field. Learn how the JOBS Act impacts the fundraising model Gain insight on startups from early stage to growth stage Find the money you need to get your venture going Craft your pitch and optimize the strategy Build momentum Identify the right investors Avoid the common mistakes Don’t rely on the “how we did it” tales from superstar startups, as these stories are unique and applied to exceptional scenarios. The game has changed, and playing by the old rules only gets you left behind. Whether you’re founding a startup or looking to invest, The Art of Startup Fundraising provides the up-to-the-minute guidance you need.

Venture Capital Due Diligence A Wall Street Journal Bestseller! What are venture capitalists saying about your startup behind closed doors? And what can you do to influence that conversation? If Silicon Valley is the greatest wealth-generating machine in the world, Sand Hill Road is its humming engine. That’s where you’ll find the biggest names in venture capital, including famed VC firm Andreessen Horowitz, where lawyer-turned-entrepreneur-turned-VC Scott Kupor serves as managing partner. Whether you’re trying to get a new company off the ground or scale an existing business to the next level, you need to understand how VCs think. In Secrets of Sand Hill Road, Kupor explains exactly how VCs decide where and how much to invest, and how entrepreneurs can get the best possible deal and make the most of their relationships with VCs. Kupor explains, for instance: • Why most VCs typically invest in only one startup in a given business category. • Why the skill you need most when raising venture capital is the ability to tell a compelling story. • How to handle a “down round,” when startups have to raise funds at a lower
valuation than in the previous round. • What to do when VCs get too entangled in the day-to-day operations of the business. • Why you need to build relationships with potential acquirers long before you decide to sell. Filled with Kupor's firsthand experiences, insider advice, and practical takeaways, Secrets of Sand Hill Road is the guide every entrepreneur needs to turn their startup into the next unicorn.

Private Equity as an Asset Class Unfairly reviled, and much misunderstood, private equity differs from all other asset classes in various important respects, not least the way in which its fund mechanisms operate, and the way in which its returns are recorded and analysed. Sadly, high level asset allocation decisions are frequently made on the basis of prejudice and misinformation, rather than a proper appreciation of the facts. Guy Fraser-Sampson draws upon more than twenty years of experience of the private equity industry to provide a practical guide to mastering the intricacies of this highly specialist asset class. Aimed equally at investors, professionals and business school students, it starts with such fundamental questions as 'what is private equity?' and progresses to detailed consideration of different types of private equity activity such as venture capital and buyout. Rapid and significant changes in the environment during the recent financial crisis have prompted the need for a new edition. Separate chapters have been added on growth and development capital, as well as secondary investing. Newly emergent issues are considered, such as lengthening holding periods and the possible threat of declining returns. Particular problems, such as the need to distinguish between private equity and hedge funds, are addressed. The glossary has also been expanded. In short, readers will find that this new edition takes their understanding of the asset class to new heights. Key points include: A glossary of private equity terms Venture capital Buyout Growth capital Development capital Secondary investing Understanding private equity returns Analysing funds and returns How to plan a fund investment programme Detailed discussion of industry performance figures

Raising Venture Capital Finance in Europe Offering a deep insight into the venture capital deal-making process, Raising Venture Capital also provides valuable introduction to the subject. The book is practical in focus but based on sound academic theory, research and teaching materials gathered over the last 4 years at Tanaka Business School. Part one covers the history of the venture capital industry, shows why entrepreneurs need venture capital finance, and looks at how venture capitals raise and structure their funds. It also covers valuation methods for venture capital investments, and portfolio management. Part two illustrates how successful entrepreneurs raise finance from venture capitals, and gives details on how to approach venture capitals, how to choose the right venture capital firm, and how venture capitals and entrepreneurs work together after the deal is done. Part three gives a blow-by-blow account of the structure of a venture capital deal.

Do More Faster Offering unprecedented looks into the leading minds of different industries, each essay in these books is written by a different C-level executive from Fortune 500 companies. Their insights provide tips, secrets, and glimpses into the future of each profession or topic. Each book features a list of the best and brightest industry leaders, resulting in all-star casts of respected and revered contributors on each topic. Their business perspectives reveal methods for analyzing markets, increasing worth, motivating teams, establishing goals, strategic planning, building brands, ensuring customer profitability, balancing professional and personal lives, building great relationships, continuing research and education, learning time management, and more.

The Oxford Handbook of Venture Capital 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
Deal Terms This new book of investor Harm de Vries and VC lawyers Menno van Loon and Sjoerd Mol, who together have been involved in hundreds of venture capital transactions, explains all of the most common clauses used in VC deals. The book provides an in-depth look on how venture capital deals are constructed and how deal terms work out in practice. It includes many examples, as well as negotiation tips for both entrepreneurs and investors and a full term sheet template as annex. Furthermore, the book explains the economics behind the deal terms, which makes them easier to understand. The result is a practical guide to venture capital deals. All venture capital transactions start out with the execution of a term sheet, a document summarizing the basic terms and conditions under which a potential investment will be made. A well-drafted term sheet serves as a tool to focus attention of the parties on the essential deal terms, and serves as an instrument to investigate whether there is common ground between them with respect to the most important investment conditions before they spend further time, energy and money on negotiating a deal. Effective participation in the negotiations of a venture capital transaction is possible only once each party involved fully understands the scope and consequences of all the deal terms included in the term sheet. The book provides a clear understanding of the most frequently used practices, terms and conditions and will benefit anyone involved in venture capital transactions - investor, entrepreneur or advisor.
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.

The Entrepreneurial Bible to Venture Capital: Inside Secrets From the Leaders in the Startup Game 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 Term Sheets This updated edition includes several new features, including: • The Startup Valuation Explorer • Expanded coverage of Valuation Methods • Responding to investor questions about your valuation • Understanding option pool impact on your valuation For many early-stage entrepreneurs assigning a pre-money valuation to your startup is one of the more daunting tasks encountered during the fundraising quest. This guide provides a quick reference to all of the key topics around early-stage startup valuation and provides step-by-step examples for several valuation methods. This Founder’s Pocket Guide helps startup founders learn: • What a startup valuation is and when you need to start worrying about it. • Key terms and definitions associated with valuation, such as pre-money, post-money, and dilution. • How investors view the valuation task, and what their expectations are for early-stage companies. • How the valuation fits with your target raise amount and resulting founder equity ownership. • How to do the simple math for calculating valuation percentages. • How to estimate your company valuation using several accepted methods. • What accounting valuation methods are and why they are not well suited for early-stage startups.

Venture Capital For Dummies

Venture Capital and the Finance of Innovation, 2nd Edition Practical advice from some of today's top early stage investors and entrepreneurs TechStars is a mentorship-driven startup accelerator with operations in three U.S. cities. Once a year in each city, it funds about ten Internet startups with a small amount of capital and surrounds them with around fifty top Internet entrepreneurs and investors. Historically, about seventy-five percent of the companies that go through TechStars raise a meaningful amount of angel or venture capital. Do More Faster: TechStars Lessons to Accelerate Your Startup is a collection of advice that comes from individuals who have passed through, or are part of, this proven program. Each vignette is an exploration of information often heard during the TechStars program and provides practical insights into early stage entrepreneurship. Contains seven sections, each focusing on a major theme within the TechStars program, including idea and vision, fundraising, legal and structure, and work/life balance Created by two highly regarded experts in the world of early stage investing Essays in each section come from the experienced author team as well as TechStar mentors, entrepreneurs, and founders of companies While you'll ultimately have to make your own decisions about what's right for your business, Do More Faster: TechStars Lessons to Accelerate Your Startup can get your entrepreneurial endeavor headed in the right direction.

The Little Book of Venture Capital Investing Drive . . . and grow rich! The bestselling author of Investment Biker is back from the ultimate road trip: a three-year drive around the world that would ultimately set the Guinness record for the longest continuous car journey. In Adventure Capitalist, legendary investor Jim Rogers, dubbed “the Indiana Jones of finance” by Time magazine, proves that the best way to profit from the global situation is to see the world mile by mile. “While I have never patronized a prostitute,” he writes, “I know that one can learn more about a country from speaking to the madam of a brothel or a black marketer than from
meeting a foreign minister." Behind the wheel of a sunburst-yellow, custom-built convertible Mercedes, Rogers and his fiancée, Paige Parker, began their “Millennium Adventure” on January 1, 1999, from Iceland. They traveled through 116 countries, including many where most have rarely ventured, such as Saudi Arabia, Myanmar, Angola, Sudan, Congo, Colombia, and East Timor. They drove through war zones, deserts, jungles, epidemics, and blizzards. They had many narrow escapes. They camped with nomads and camels in the western Sahara. They ate silkworms, iguanas, snakes, termites, guinea pigs, porcupines, crocodiles, and grasshoppers. Best of all, they saw the real world from the ground up—the only vantage point from which it can be truly understood—economically, politically, and socially. Here are just a few of the author’s conclusions: • The new commodity bull market has started. • The twenty-first century will belong to China. • There is a dramatic shortage of women developing in Asia. • Pakistan is on the verge of disintegrating. • India, like many other large nations, will break into several countries. • The Euro is doomed to fail. • There are fortunes to be made in Angola. • Nongovernmental organizations (NGOs) are a scam. • Bolivia is a comer after decades of instability, thanks to gigantic amounts of natural gas. Adventure Capitalist is the most opinionated, sprawling, adventurous journey you’re likely to take within the pages of a book—the perfect read for armchair adventurers, global investors, car enthusiasts, and anyone interested in seeing the world and understanding it as it really is.

Venture Capital 101 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 Caulfield & Byers co-founder Frank Caulfield, and Dr. Art Laffer, among others.

Venture Capital Deal Terms Imagine selling $2 million “worth” of Google stock and only receiving $50 in return? This scenario happens every day for venture-backed companies. Failure to quickly understand high-growth company valuation can cost trillions of dollars. Yet very few leaders involved in a venture-backed company have a definitive understanding of how valuation techniques are being applied to their financial statements and the decision-making process. Featuring extensive case studies of high-profile corporations, including Facebook, Twitter, and Microsoft, Venture Capital Valuation provides the knowledge and techniques necessary to understand and value high-growth companies. Sharing his twenty-year track record helping thousands of investors, practitioners, and entrepreneurs measure and realize high-growth venture, author Lorenzo Carver draws on real-world cases from investors, founders, and advisors to illustrate how each corporation was impacted by valuations. By putting these techniques into a context and framework, Venture Capital Valuation simplifies them so that anyone founding, running, and investing in these innovative companies can apply them immediately. Featuring a companion website where readers can access and download additional case study material, as well as different valuation materials mentioned throughout the text, Venture Capital Valuation explores: Why what you don’t know about valuation will cost you money How VCs, angels, founders, and employees give up investment cash flow every day Facebook at $80 billion valuation versus Enron at $80 billion valuation Deal terms, waterfalls, and the pre-money myth Whether venture-backed companies should even consider a discounted cash flow (DCF) model Separating enterprise value from the allocation of that value Valuing total equity Using Future Value (FV) and Present Value (PV) to value future cash flows today Why applying the typical DCF model to a venture-backed company hardly ever works "Enterprise Value" + "Allocation Methods" = Value Destruction Undervaluing companies and overvaluing employee options Why you should D.O.W.T. (doubt) venture capital returns 409A valuation professionals discussing topic 820 (FAS
with VC CFOs An invaluable resource for anyone who wants to make the most out of their investments, Venture Capital Valuation shows business appraisers and venture capitalists how to maximize their returns and avoid losing money—before the damage becomes irreparable.

Raising Venture Capital from a Tier 1 VC Firm 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.

Dow Jones Venture Capital Deal Terms Report

Founder's Pocket Guide: Startup Valuation

Venture Capital Strategy Business Insider calls The ENTREPRENEUR'S GUIDE “perhaps the most useful business book you can ever read” and lists it among twenty-five must-read books for entrepreneurs. THE ENTREPRENEUR'S GUIDE TO LAW AND STRATEGY, 5E examines stages of starting a business -- from start-up and growth to public offering, while highlighting legal preparations and pitfalls. Cutting-edge examples show how legally astute entrepreneurs can strategically increase realizable value, deploy resources, and manage risk. The book discusses leaving a job, hiring former coworkers, competing with a former employer, workplace legislation, product liability, and bankruptcy. You examine current issues including today's workforce in the "gig" economy, "crowdsourcing" capital and social media, computer hacking and identity theft. Legal discussion integrates with core strategic concepts, such as Porter's Five Forces, the resource-based view of the firm, the value proposition, activities in the value chain and more. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Venture capital deal terms This insider look at what it takes to raise venture capital features insider perspectives by venture capitalists from some of the world's top firms such as TA Associates, Boston Capital Ventures, EuclidSR Partners, Battery Ventures, Bessemer Ventures, Polaris Venture Partners, Venrock Associates and over 10 tier one venture capital firms. This report includes actual term sheets, valuation methodology and analysis, assessment of stock option programs and their impact on valuations and capital structures and other real world documents used by leading venture capitalists and lawyers analyzed from multiple perspectives. Also included are over 30 case studies written by CEOs of the fastest growing private companies on how they started and grew their companies. And finally, this report includes a list of the top 400 venture capital firms, contact information and web site addresses. This report also includes all of the content from the books "Deal Terms," "Term Sheets & Valuations" and "Inside the Minds: The Ways of the VC."

The Art of Startup Fundraising

Page 7/11
Download Ebook Venture Capital Deal Terms A Guide To Negotiating And Structuring Venture Capital Transactions

Mastering the VC Game Secure venture capital? Easy. Getting a business up and running or pushing a brilliant product to the marketplace requires capital. For many entrepreneurs, a lack of start-up capital can be the single biggest roadblock to their dreams of success and fortune. Venture Capital For Dummies takes entrepreneurs step by step through the process of finding and securing venture capital for their own projects. Find and secure venture capital for your business Get your business up and running Push a product to the marketplace If you're an entrepreneur looking for hands-on guidance on how to secure capital for your business, the information in Venture Capital For Dummies gives you the edge you need to succeed.

Venture Capital Valuation, + Website Some negotiations are easy. Others are more difficult. And then there are situations that seem completely hopeless. Conflict is escalating, people are getting aggressive, and no one is willing to back down. And to top it off, you have little power or other resources to work with. Harvard professor and negotiation adviser Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. Malhotra identifies three broad approaches for breaking deadlocks and resolving conflicts, and draws out scores of actionable lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting of the US Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL and NHL, and beating the odds in complex business situations. But he also shows how these same principles and tactics can be applied in everyday life, whether you are making corporate deals, negotiating job offers, resolving business disputes, tackling obstacles in personal relationships, or even negotiating with children. As Malhotra reminds us, regardless of the context or which issues are on the table, negotiation is always, fundamentally, about human interaction. No matter how high the stakes or how protracted the dispute, the object of negotiation is to engage with other human beings in a way that leads to better understandings and agreements. The principles and strategies in this book will help you do this more effectively in every situation.

The Venture Capital Collection The Venture Capital Collection is the definitive resource for venture capital and the only reference material you will need for understanding, drafting and negotiating deals, securing the appropriate funding, exiting an investment, or whatever your initiative might be. The collection features eight books that collectively, provide a thorough examination of every aspect of venture capital. Within these 2,000+ pages lies a wealth of critical information, which every entrepreneur, venture capitalist and lawyer should have at their fingertips. In addition, these volumes feature examples of 50+ legal documents which delineate and govern venture-based transactions, as well as a plethora of expert analysis and indispensable advice on negotiation points and tactics. Each book is authored by leading partners from top venture capital firms, including Bessemer Venture Partners, Venrock Associates, Mellon Ventures, Polaris Venture Partners, EuclidSR Partners, Battery Ventures, TA Associates, Motorola Ventures, Advanced Technology Ventures, Bertelsmann Ventures, and many more. The collection also highlights the insights of top attorneys in the venture capital arena from such firms as Manatt, Phelps & Phillips, Hunton & Williams, Reed Smith and many more. The retail price of the set reflects a 50% discount off the total cost of purchasing books individually. These indispensable resources are all published by Aspatore Books, a leader in both business and venture capital book publishing. The Venture Capital Collection includes the following books: Term Sheets & Valuations - Line by Line Descriptions of Each Clause and Negotiation Points Deal Terms - The Finer Points of Venture Capital Deal Structures, Valuations, Stock Options and Getting Deals Done Venture Capital Exit Strategies - Leading Venture Capitalists on Exit Strategies for Entrepreneurs & Management Teams Including M&A, IPOs and Other Options Compensation Structures for Venture Backed Companies - How to Structure Compensation, Stock Options, Retirement, Debt & Bonus Plans for Management and Employees The Venture Capital Legal Handbook - Industry Insiders on the Laws and Documents that Govern VC Deals, Raising Capital, M&A and More The Ways of the VC - Partners from EuclidSR, Venrock, Polaris, Battery on Strategies to Assess Business Models & Establish Valuations Leading Deal Makers - Top Lawyers & VCs on Negotiations & Deal Making The Role of Board Members in Venture Backed Companies - Rules, Responsibilities and Motivations of Board Members - From Management & VC Perspective The Business of Venture Capital European private equity investment reached €47 billion in 2005, up 27% from 2004. Funds raised for private equity were €72 billion, up 250% on the previous year, both figures being all time highs. Raising Venture Capital Finance in Europe provides business owners, entrepreneurs and investors alike with a step-by-step approach to exploiting this market and funding new projects effectively. Written by Keith Arundale, an advisor and commentator
on the European and US VC and private equity industry for over 20 years, the guide blends business experience with practical approaches to enable the reader to maximize the opportunities available. The book includes a series of real-life case studies from venture capitalists and entrepreneurs from around Europe, each with practical tips for successful venture capital finance raising. With forewords from Sir Paul Judge (Chairman, Enterprise Education Trust) and Patrick Sheehan (Chairman, Venture Capital Committee, European Private Equity and Venture Capital Association) the book begins with a brief introduction to the field, including an analysis of current trends and issues in the industry, and goes on to provide a detailed framework for an objective assessment of each business opportunity. The book looks at sources of finance and private equity, shows how to write a successful business plan, details the entire investment process, and considers the tax and legal issues involved. A particular feature of the book is that it looks at the topic from both sides - showing what the venture capitalist is looking for as well as detailing how an entrepreneur or business owner can make proposals attractive to those investors This means that the reader will be able to minimize time wasted on unnecessary activities and therefore develop investment approaches which are succinct, relevant, and give every chance of success.

The Raising Venture Capital Collection A full revised edition of the Wall Street Journal bestselling book on startups and entrepreneurship As each new generation of entrepreneurs emerges, there is a renewed interest in how venture capital deals come together. Yet there is little reliable information focused on venture capital deals. Nobody understands this better than authors Brad Feld and Jason Mendelson. For more than twenty years, they've been involved in hundreds of venture capital financings, and now, with the Second Edition of Venture Deals, they continue to share their experiences in this field with you. Engaging and informative, this reliable resource skillfully outlines the essential elements of the venture capital term sheet—from terms related to economics to terms related to control. It strives to give a balanced view of the particular terms along with the strategies to getting to a fair deal. In addition to examining the nuts and bolts of the term sheet, Venture Deals, Second Edition also introduces you to the various participants in the process and discusses how fundraising works. Fully updated to reflect the intricacies of startups and entrepreneurship in today's dynamic economic environment Offers valuable insights into venture capital deal structure and strategies Brings a level of transparency to a process that is rarely well understood Whether you're an experienced or aspiring entrepreneur, venture capitalist, or lawyer who partakes in these particular types of deals, you will benefit from the insights found throughout this new book.

Private Equity and Venture Capital in Europe An essential guide to building supportive entrepreneurial communities "Startup communities" are popping up everywhere, from cities like Boulder to Boston and even in countries such as Iceland. These types of entrepreneurial ecosystems are driving innovation and small business energy. Startup Communities documents the buzz, strategy, long-term perspective, and dynamics of building communities of entrepreneurs who can feed off of each other's talent, creativity, and support. Based on more than twenty years of Boulder-based entrepreneur-turned-venture capitalist Brad Feld's experience in the field?as well as contributions from other innovative startup communities?this reliable resource skillfully explores what it takes to create an entrepreneurial community in any city, at anytime. Along the way, it offers valuable insights into increasing the breadth and depth of the entrepreneurial ecosystem by multiplying connections among entrepreneurs and mentors, improving access to entrepreneurial education, and much more. Details the four critical principles needed to form a sustainable startup community Perfect for entrepreneurs and venture capitalists seeking fresh ideas and new opportunities Written by Brad Feld, a thought leader in this field who has been an early-stage investor and successful entrepreneur for more than twenty years Engaging and informative, this practical guide not only shows you how startup communities work, but it also shows you how to make them work anywhere in the world.

#BreakIntoVC Help take your startup to the next step with the new and revised edition of the popular book on the VC deal process—from the co-founders of the Foundry Group How do venture capital deals come together? This is one of the most frequent questions asked by each generation of new entrepreneurs. Surprisingly, there is little reliable information on the subject. No one understands this better than Brad Feld and Jason Mendelson. The founders and driving force behind the Foundry Group—a venture capital firm focused on investing in early-stage information technology companies—have been involved in hundreds of venture capital financings. Their investments range from small startups to large Series A venture financing rounds. The new edition of Venture Deals continues to show fledgling entrepreneurs the inner workings of the VC process, from the venture capital term sheet and effective negotiating strategies to the initial
Venture Deals 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.

Advanced Private Equity Term Sheets and Series A Documents

Secrets of Sand Hill Road The Raising Venture Capital Collection is the definitive resource for venture capital and the only reference material you will need for securing venture capital, working with VCs, understanding, drafting and negotiating deals or whatever your initiative might be in your partnership with venture capitalists. The collection features ten books that collectively, provide a thorough examination of every aspect of venture capital. Within these 2,000+ pages lies a wealth of critical information, which every executive looking to raise capital should have at their fingertips. In addition, these volumes feature examples of 50+ legal documents which delineate and govern venture-based transactions, as well as a plethora of expert analysis and indispensable advice on negotiation points and tactics. Each book is authored by leading partners from top venture capital firms, including Bessemer Venture Partners, Venrock Associates, Mellon Ventures, Polaris Venture Partners, EuclidSR Partners, Battery Ventures, TA Associates, Motorola Ventures, Advanced Technology Ventures, Bertelsmann Ventures, and many more. The collection also highlights the insights of top attorneys in the venture capital arena from such firms as Manatt, Phelps & Phillips, Hunton & Williams, Reed Smith and many more. The collection includes the following books (at a savings of 40% off buying the titles individually, the equivalent of getting 4 titles for free): 1.) Pitching to Venture Capitalists - Essential Strategies for Approaching VCs, Entering Into Negotiations and Securing Funding - Written by Leading VC Patrick Ennis2.) Raising Capital for Entrepreneurs - Industry Insiders on Venture Capital, Angel Funding & Growth Money from Private Investors ? Includes Highlights on Advantages and Disadvantages of Each3.) Term Sheets & Valuations - Line by Line Descriptions of Each Clause and Negotiation Points4.) Deal Terms - The Finer Points of Venture Capital Deal Structures, Valuations, Stock Options and Getting Deals Done 5.) Venture Debt Alternatives and Evaluation Guidelines - A Comprehensive Look at the Venture Debt Marketplace Along with A Systematic Framework for Approaching the Debt Capital Markets, Increasing Transaction Transparency and Avoiding Common, Costly Mistakes - An Option Every Entrepreneur Should Consider in Addition to Venture Capital 6.) Venture Capital Best Practices - Leading VCs & Lawyers Keys to Success in Doing Venture Capital Deals with Management Teams7.) Compensation Structures for Venture Backed Companies - How VCs Want to See the Structure of Management & Employee Compensation, Stock Options, Retirement, Debt & Bonus Plans8.) The Role of Board Members in Venture Backed Companies - Rules, Responsibilities and Motivations of Board Members - From Management & VC Perspectives9.) Venture Capital Valuations - Top VCs on Step-by-Step Strategies and Methodologies for Valuing Companies at All Stages10.) The Venture Capital Legal Handbook - Industry Insiders on the Laws and Documents that Govern VC Deals, Raising Capital, M&A and More - Includes Every Major Document Used in Pre & Post Funding VC
Startup Communities Venture Capital 101 is an easy to read, fun, and information packed book about venture capital. If you're an entrepreneur and you're thinking about contacting venture capitalists for financing, Venture Capital 101 is your first stop for learning the basics of venture capital.

Term Sheets & Valuations Entrepreneurs would do well to think strategically like investors. After all, founders are their own first investors. This book treats venture capital as a topic of entrepreneurial strategy, not finance, and includes a background of the industry, an explanation of all aspect of the VC Job Cycle and a framework called "VC Razor" for performing due diligence.