

Raising Capital Get The Money You Need To Grow Your Business

Get the Funding You Need From Venture Capitalists and Turn Your New Business Proposal into Reality Authoritative and comprehensive, ***Raising Venture Capital for the Serious Entrepreneur*** is an all-in-one sourcebook for entrepreneurs seeking venture capital from investors. This expert resource contains an unsurpassed analysis of the venture capital process, together with the guidance and strategies you need to make the best possible deal_ and ensure the success of your business. Written by a leading international venture capitalist, this business-building resource explores the basics of the venture capital method, strategies for raising capital, methods of valuing the early-stage venture, and techniques for negotiating the deal. Filled with case studies, charts, and exercises, ***Raising Venture Capital for the Serious Entrepreneur*** explains: How to develop a financing map How to determine the amount of capital to raise and what to spend it on How to create a winning business plan How to agree on a term sheet with a venture capitalist How to split the rewards How to allocate control between founders/management and investors

"Get Money: A Practical Guide to Capital Raising for African Companies and Entrepreneurs" codifies the author's last seven years on the frontlines in Africa assisting African companies and entrepreneurs in raising capital. As the Managing Partner of MNCapital Africa Advisors (MNCAA), the author has helped African companies and entrepreneurs raise hundreds of millions of dollars. From the sponsors of a hydro power plant in the Democratic Republic of the Congo to a leasing company in South Africa to relatively large banks in Nigeria. MNCAA has assisted a wide array of companies in a multitude of industries raise capital in some of the most difficult jurisdictions on the African Continent. Based on this experience, in this guide, the author (1) outlines the types of financing available to African entrepreneurs and explains where and when these types of capital may be accessible, (2) outlines the process for raising capital - including a discussion of the documentation required and suggestions for drafting this documentation and (3) provides a brief discussion on Term Sheets (including a sample Term Sheet) and some advice on negotiating Term Sheets. This guide also lists six tips to assist African entrepreneurs in the capital raising process. This guide ends with a case study of a successful capital raise, which reinforces the importance of and demonstrates many of the tips listed herein. Finally, the Appendices include several on-going funding briefs outlining funding available from funding sources with which MNCAA works.

Fund and Fuel Your Dreams! You're an entrepreneur with a great idea. But your business needs money. So, do you max out your credit cards, borrow from friends and family, and do everything yourself? Or do you make a devil's bargain with some venture capitalist who'll demand a tenfold return and could easily take your business out from under you? No and no! You don't have to bootstrap, and you don't have to sell out! Jenny Kassan says the landscape of investment capital is far larger and more diverse than most people realize. She illuminates the vast range of capital-raising strategies available to mission-driven entrepreneurs and provides a six-step process for finding and enlisting investors who are a match with your personal goals and aspirations. The plan you create will inspire you, excite you, and help you achieve your dreams!

Teaches how best to finance a business no matter the size, including doing less with more in the early stages, growth financing, and alternatives to traditional financing.

Getting the Money

Building Wealth with Silver

What Every Angel Investor Wants You to Know: An Insider Reveals How to Get Smart Funding for Your Billion Dollar Idea

Raise Capital on Your Own Terms

How to Get the Money You Need for Your Business the Fastest and Easiest Way Possible for Entrepreneurs and Investors

Raising Capital for Your Startup

Before you get on the Money Train, here's what you need to know... You have a great business idea but no money. There are investors out there with money looking for interesting new businesses. On the face of it, it's a match made in heaven, with lots of positives - but beware the negatives. Those investment decisions will shape the future of your business. The standard models that investors impose on start-ups and young companies can mean loss of control, overbearing input, disproportionate reward to the wrong shareholders, or founders being squeezed out of their own businesses. Investment can also prop up a business artificially, building false hope and disappointment in the long term. 'The roadmap to a goldmine; David Pattison spills the secrets that are normally kept to exclusive networks or charged for six-figure fees. Set to be the essential guide for entrepreneurs who want to take their business to the next level.' - Bruce Daisley

The greatest transfer of wealth in the nation and the world is now unfolding. Money is about to flow away from the financially uninformed and flow towards the financially well-informed in the years ahead. Whenever governments start to dilute their money investors transfer their money into gold and silver. Although gold is a great way to preserve your wealth, it's silver you could actually make a fortune with. Protect your savings and create a substantial investment income every single month. Financial ignorance is the only reason you are not yet cashing in on the biggest wealth transfer in history. A Solid Method to Achieve Financial Freedom This book will show you exactly how to live and prosper by the new laws of money in the new economy. It will show you how to beat the new money thieves (Banks and Governments) at their own game while quietly profiting from the money meltdown that is now underway. We are approaching a monetary crisis of epic proportions never before seen. You are probably aware of the rising price of gold that's been going on for almost 10 years now. Most recently, gold started climbing with even greater speed. History repeats itself again and again. Whenever governments start to dilute their money investors transfer their money into gold and silver. Gold and silver have intrinsic value and will always prevail in any economy. Many financial experts predict that gold could at least double to \$3,000 . . . \$3,500 . . . and some say even \$5,000! But experts also predict the price of silver could rise seven to eight times its current value before hitting its peak. What most non-investors and investors – including yourself – probably don't realize is that although gold is a great way to preserve your wealth, it's silver that could actually make you rich! The price of gold has already risen dramatically, but silver is just beginning its parabolic climb. Over the last 9

years the silver price increased an average of 29% per year! Compare this to the stock and real estate market, which declined when adjusted for inflation. Nine Reasons Why Silver is a Unique Wealth Building Instrument Silver, like gold, has intrinsic value Silver has been in a commodity bull cycle since 2000 Silver is a safe hedge against currency inflation Silver is a security choice during times of financial crisis Silver is rarer than gold Silver is used in 90% of all electronics – and its mostly non-renewable Silver leasing – the scam will be exposed soon Silver investment markets are expanding thanks to the Chinese What You Will Learn From Building Wealth with Silver You will discover why the Federal Reserve was created and why you and I have been kept in the dark about its true purpose. You will find out why the U.S. dollar is quietly being destroyed without fanfare and the reason this process is being publically denied and covered up. Learn Why Silver is the Best Investment Opportunity Right Now. Get the facts on silver production and consumption, and all the details behind silver's projected five- to eight-fold increase over the next several years. Financial Education Is The Solution To Financial Freedom Discover the facts about our global banking and government system that will change the way you look at money forever. You will learn how to buy silver at the lowest price. Professional trading techniques that leverage and maximize your profit. Understanding how the money system works will give you financial freedom. During the next few years the global financial system will be restructured on a scale that has never seen before. There are a few opportunities for you to profit from it - silver is one of them. Special Bonus: This book also includes a \$200 coupon for the author's Wealth Building Course.

Entrepreneurs drive the future, and the last several decades have been a thrilling ride of astounding, far-reaching innovation. Behind this transformative progress are also the venture capitalists - who are at once the investors, coaches and allies of the entrepreneurs. William H. Draper III knows this story first-hand, because as a venture capitalist, he helped write it. For more than 40 years, Bill Draper has worked with top entrepreneurs in fabled Silicon Valley, where today's vision is made into tomorrow's reality. The Startup Game is the first up-close look at how the relationship between venture capitalists and entrepreneurs is critical to enhancing the success of any economy. From a venture capitalist who saw the potential of Skype, Apollo Computer, Hotmail, OpenTable, and many other companies, come firsthand stories of success. In these pages, Draper explores how to evaluate innovative ideas and the entrepreneurs behind those ideas, and he shares lessons from Yahoo, Zappos, Baidu, Tesla Motors, Activision, Measurex, and more. Also, in revealing his on-the-ground account of how Deng Xiaoping brought China roaring into the modern world and how Manmohan Singh unlocked the creative genius of Indian entrepreneurs, Draper stresses the essential value of farsighted political leadership in creating opportunity. The author also discusses his efforts to bring best practices of the venture capitalist/entrepreneur partnership to the social sector. Written in an engaging narrative, and incorporating many of the author's personal experiences, this book provides a much-needed look at how the world of venture capital and entrepreneurship works.

Renowned securities attorney Kim Lisa Taylor provides the keys to legally raising money from private investors - whether for real estate or other small business. She provides a simple step-by-step format to teach you to not only raise money, but to do it legally. You'll learn how to raise all the money you need for your next venture, whether it's funding a real estate acquisition, a new idea, a product or a service - all while keeping control of your business. Some call this driver's ed for raising capital, because once you know the rules of the road and how to drive, it becomes second nature. So it is with raising capital. This book will help teach you to structure deals with investors and legally raise funds for any venture. With this knowledge, you can change your life and the lives of those who matter - family, friends, and new investors you'll meet along your journey. What are you waiting for? In this book you will learn: How to Comply with Securities Laws; How to Effectively Market Your Offering; How to Legally Ask Investors for Money; How to Structure Your Company; and How You Can Earn Money While Helping Your Friends, Family, and Acquaintances Meet Their Investment Goals. You can use these strategies over and over to Raise Private Money Legally, Ethically, and Profitably.

Raise All the Money for Any Worthy Venture

The Entrepreneur's Guide to Raising Your First Round

The Simple System for Getting Private Money for Your Real Estate Deals

How to Raise Capital

Be Smarter Than Your Lawyer and Venture Capitalist

Raise Money for Your Small Business or Start-Up with Equity Funding Portals

The Crowdfunding Handbook

This book describes the criteria and systems to successfully raise all the capital you need for any worthy venture.

Now You Can Get the Money You Need to Start and Grow Your Business with Experienced Insight from One of the Nation's Premier CPA Firms This book by nationally-known author and CPA, Marvin Morse is the result of decades of thought and is born out of the need to provide entrepreneurs and business owners clear and concise information about how to raise capital and borrow money. It might seem simple but after decades of helping people set up corporations, Marvin Morse came to an inescapable conclusion--Most people do not know how to go about raising capital for a start-up business. The process is very complicated as well as intimidating. Launching a new business that requires start-up capital presents a unique set of challenges for the entrepreneur. There are many questions that must be answered and knowing who to work with, how much you will need and how to complete the process in a timely manner are all critical to the success of your new venture. Now, through this easy-to-read book, Marvin Morse tells you everything you need to know about raising capital in story form. It is the perfect way to grasp the critically important concepts so you are well informed and can make your business decisions with complete confidence.

Author Andrew Sherman's groundbreaking book is for entrepreneurial leaders looking to grow their funds and expand their business. Leveraging his years of experience as a strategic and legal entrepreneurial advisor, he helps readers navigate the murky waters of capital formation--offering actionable strategies to overcome challenges at every phase of the growth cycle. Raising Capital provides the tools for building business plans, preparing loan proposals, drafting offering materials, and more. Entrepreneurial leaders in any industry will learn how to identify their best sources of capital, treat their investors with respect and integrity, decipher legal documents, and gain the skills and patience to see their way successfully through the long haul of raising capital. Including updated statistics, charts, and sample forms, the third edition of Raising Capital provides insights on the latest trends in the domestic and global capital markets, an overview of recent developments in federal and state securities laws, and strategies for borrowing money from commercial banks in today's credit-tightened markets. Whether your business is a fledgling start-up, a rapid growth company, or a more established organization, these tips will help you stay the course and take it to the next level.

Entrepreneurs are living in extraordinary times as never before has so much money been made available in so short a time for so many ventures. For most entrepreneurs, raising capital is a very common obstacle to starting a new venture. In reality, the most challenging parts of raising money are (a) identifying a venture opportunity which can attract capital, (b) becoming prepared to raise funds,

feasible, realistic fundraising strategies, and (d) understanding the expectations and criteria of capital providers (Angels, Private Investors, VCs, Financial Institutions). This book is the result of entrepreneurial finance experience and consulting experience with start-ups and growth ventures. This book provides useful information about the decision processes of raising capital, funding sources, and offers practical steps, start-ups and young ventures should take to achieve optimal preparation and positioning for fundraising. This book is written for entrepreneurs with little or no fundraising experience who have either identified and/or initiated a potentially viable business opportunity or commenced a start-up venture with an initial bootstrap finance and now seeks additional capital. This book covers raising capital. Information provided with regards to other business activities, such as financial forecasting and market research, are described only as they relate to fundraising. In general, this book is used by early-stage ventures ranging from start-ups seeking initial financing to young organizations seeking supplemental capital.

Capital Frontline

Pitch Perfect

Raising Private Capital

Get Money

Magnetic Capital

How to Legally Raise Private Money

The Crowd Funding Services Handbook

Everyone wants to become like Mark Zuckerberg. Put in a sweet business proposal, get a venture capital fund to breathe life into it, and then start rolling in the billions. The only problem is that less than one per cent will become "Zuckers" while the rest remain "Suckers". How do you avoid making the mistakes made by the ninety-nine percent that have failed? Is there any hope for a beginner? What are some secret tips and tricks to making it to the top? Apart from showing you how to succeed, this book will also reveal true stories of how entrepreneurs have failed. Follow the correct strategies and avoid the pitfalls. The book delves straight to the point and brings you into the mindset of a successful venture capitalist, while shaping your experience with notes from real industry insiders.

Based on Bill Fisher's master-class seminars featured at The World Bank, The University of California and Draper University, this book offers the kind of capital-raising street smarts that most entrepreneurs never tap into until it is too late. Fisher organizes the capital-raising process into six clear steps, and then breaks through the myths to reveal the triggers for success. For example, entrepreneurs are told that great business ideas get funded. Not true—great business stories get funded, and those stories all have a similar construction and shape, which can be learned. And yes, you need investors, but investors come with their own personality issues. You need the right match for long-term success, not just whoever is waving the biggest check. This book allows you to prepare for your investor meetings with a capital-raising expert coaching your every step.

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.

Starting a business and raising capital can be like navigating a war zone, and entrepreneurs need every weapon in their arsenal to win. To be successful requires aligning your mind, your body, and your spirit to deal with the global reality and beat the odds. It's all about fundamentals. Whether you are starting your first company or are a lifelong entrepreneur, this book will provide you with the tools and resources you need to: Start your business Build your company and brand Acquire new clients and retain them Build a winning business plan Locate investors online and offline, in the US and overseas Understand the legal process and the documents needed to raise capital Pitch and close your deal Expand your business globally Navigate in the new-world order of finance After fourteen years in the investment industry, Alaoui explains that this process requires discipline, skills, mental toughness, and the understanding that failure is not fatal—it is a learning curve. From crowdfunding to current events to pitching investors, author Sam Alaoui leaves no stone of capital fundraising unturned. Additional up-to-date information and offers are available at capitalfrontline.net. Get the book! Jumpstart your path to success today!

The Money Train

A Practical Guide to Capital Raising for African Companies and Entrepreneurs

Raising Capital

Creative Methods for Getting the Money You Need

Get Your Business Funded

101 Quick Ways to Acquire Money for Any Business Project in 30 Days or Less

Techniques and Strategies for Financing and Valuing your Small Business

What if You Had Access to 1 Million Dollars in Private Funding for Your Real Estate Business? Real Estate investing is a proven wealth builder, but it can be a challenge to get started without a money tree in your back yard...at least until today. When you read Getting the Money you'll discover: * A simple framework to raise private capital for real estate * The three types of private investors and how to approach each of them * How to close deals...and make the process fun and profitable "If you need to raise private money to fund your real estate deals and don't know where to start, this book is just what you need. I know - I'm living proof. Using the strategies Susan teaches I was able to raise just shy of \$1M in less than 90 days." Bill Walston "Financing a real estate deal is hard in today's world, or at least that's what I thought. "Getting the Money" lays out the steps you need to follow to make your deal happen." Diane Kennedy, CPA, New York Times best-selling author of "Loopholes of the Rich"

Praise for MAVERICK REAL ESTATE FINANCING "Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward." --Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP "Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider." --Brannon Boswell, Managing Editor Shopping Centers Today "Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!" --James D. Kuhn, President Newmark Knight Frank In Maverick Real Estate Financing, Steve Bergsman--author of the widely acclaimed Maverick Real Estate Investing--describes the various financing methods you can use to achieve real estate investment success. Maverick Real Estate Financing also introduces you to an innovative group of real estate professionals who have used these methods to build substantial fortunes. By listening to some of the world's most successful real estate Mavericks--including William Sanders, W. P. Carey, and Stephen Ross--you'll discover what sets them apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals. Each chapter examines a different real estate financing technique and the Maverick who best exemplifies it. Some of the strategies and products discussed include: * Equity financing * Public and private REITs * Agency loans * UPREITs * Commingled capital * Retail site arbitrage * Conduit loans * Sale-leasebacks * Distressed mortgages * Low-income housing tax credits (LIHTCs)

Crowdfunder funding is the new way to finance start-ups in a networked world Entrepreneurs, small business owners, investors, artisans, or those who merely have a good idea for a business venture have a new and attainable means of securing capital to grow their dreams. Gone are the days when the only options to raise funds for a new business were venture capitalists, angel investors, or Wall Street. Web-based crowdfunding services are now plentiful and offer a variety of options for the aspiring entrepreneur. However, these services are not typically as well-understood as the more traditional means of raising capital. In The Crowdfunder Funding Services Handbook, author Jason R. Rich offers a step-by-step overview of the various crowdfunding services available on the Web, as well as the necessary documentation required to launch a successful crowdfunding campaign. Contains details on how to evaluate and select the best online platform for crowdfunding efforts Provides details on creating a business plan to the specifications required to raise capital via crowdfunding Provides an overview of the financial projections that will be required for a crowdfunding initiative Proposes a specific approach to creating a "pitch video" to succeed with a crowdfunding campaign The Crowdfunder Funding Services Handbook is a thorough, well-developed resource for those seeking to raise capital to start a business or fund the development of an innovative idea. Author and crowdfunding expert Jason R. Rich provides this definitive, hands-on guide to raising capital in the new economy.

A noted small business attorney and author of Parting Company presents a definitive guide to raising investment capital that is designed to help readers avoid common mistakes and maximize their efforts.

The Six Secrets of Raising Capital

The Entrepreneur's Guide to Raising Capital

Raising Capital for Entrepreneurs

An Insider's Guide for Entrepreneurs

How to Get the Money to Finance Your Business

The Startup Game

Raising Capital and Borrowing Money: Everything You Wanted to Know about Raising Capital for the Start-Up Business

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.

Explore the many options available to get the money you need for your business Whether your business is a new start-up, an established company attempting to grow, or somewhere in between, Get Your Business Funded gives you the full range of options for raising capital in today's challenging economy. Covering everything from bank loans to angel investors to equity financing to more unorthodox methods, this complete guide uses clear, easy-to-understand language to explain each approach. Divided into two sections: "Sources and Funding" and "What You Need to Know" Explains such unorthodox financing sources as peer-to-peer lending, online grants, business plan competitions, and the "friends and family plan" Reveals untapped funding streams available through the government Follows on the success of the author's previous work The Small Business Bible Pick up this reader-friendly guide and discover the many ways you can Get Your Business Funded right now.

Explanations to the inner workings of one of the least understood, but arguably most important, areas of business finance is offered to readers in this engaging volume: venture capital. Venture capitalists provide necessary investment to seed (or startup) companies, but the startup is only the beginning, there is much more to be explored. These savvy investors help guide young entrepreneurs, who likely have little experience, to turn their businesses into the Googles, Facebooks, and Groupons of the world. This book explains the often-complex methods venture capitalists use to value companies and to get the most return on their investments, or ROI. This book is a must-have for any reader interested in the business world.

Raising Capital Get the Money You Need to Grow Your Business Amacom Books

Maverick Real Estate Financing

Get the Money You Need to Grow Your Business

Raising Venture Capital for the Serious Entrepreneur

Funded

How to Raise All the Money You Need for Any Business

The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey

Most small businesses cite lack of capital is a major constraint on growth. "Raising Capital" focuses on non-bank sources of capital since banks only lend to companies that fit a very narrow profile. The topics covered include: (i) capital sources entrepreneurs can tap when they are too small or unusual for banks, (ii) angel investors and venture capital, (iii) where to look for angels, venture capitalists and other capital sources, (iv) how to pitch your company and close the deal, (v) deal terms and issues that arise when negotiating a deal, (vi) going public through an IPO or little known small public offerings, (viii) asset based lenders, and (ix) other financing vehicles including: bond, commercial paper, PIPEs and securitization. The scope of the book ranges from capital for entrepreneurs who have little more than an idea, to capital for top rated companies.

Raising Capital for Private Equity Funds is an authoritative, insiders perspective on key strategies for raising private equity capital in a changing legal environment.

You have a home-run startup idea and a whip-smart team to execute it. Everything should be in place to kick-start your company and secure funding. However, there is one more step that can make or break the entire deal: the pitch. Founders everywhere struggle to nail the perfect pitch to garner VC backing, and this book is here to help. Pitch Perfect by Haje Jan Kamps expertly teaches you how to tell your startup's story. To raise venture capital, it is absolutely crucial that your foundation is a story that is accessible, compelling, and succinct. Kamps uses his invaluable experiential knowledge to guide you through your presentation, from slide deck specifics to storytelling details to determining a fundamental philosophy for your business. In the process of creating and formulating a pitch deck and the story to go with it, founders often discover deep flaws in their business idea. Perhaps the market is non-existent. It could be that the "problem" isn't worth solving. Maybe the idea is so simple that it would be too easy to copy. Maybe it's already been done, or the team simply is not up to the job. Pitch Perfect has all of those bases covered so that you can excel. How do you convince an institutional investor to part with their money and fund your company? The small block of time you are given for a pitch holds your startup's future in its grasp. Learn how to craft your startup story in a way that will get people to lean into your message with Pitch Perfect. Your dream is only one pitch away.

This book is intended to be a roadmap for new real estate investors who are looking to scale their business by injecting more private capital (other people's money) into their real estate future. These are real estate investors who want to become a rainmaker in their business.

The Art of Startup Fundraising

The Little Book of Hedge Funds

How to raise funds for your business

Venture Deals

Secrets to Raising Capital

How Venture Capital Works

Raise Conscious Money and Jump-Start Your Business Within Healing Capitalism Money and Consciousness Series

WHAT IF YOU HAD AN ANGEL ON YOUR SIDE? "Terrific advice from a master of the angel investing game. Brian Cohen reveals the art and craft of raising angel money. An investment in this book will pay off a thousandfold." -- DR. HOWARD MORGAN, founder and partner at First Round Capital When you connect with the right angel investor, it's like finding a new best friend--you just have to know what makes him or her happy. Smart funding is waiting for smart founders. Raising funds is all about connecting with the investor who's right for you--and What Every Angel Investor Wants You to Know shows you exactly how to succeed. Veteran early-stage investor Brian Cohen knows how to spot a great company destined for success, and in this groundbreaking book he offers soup-to-nuts guidance for any entrepreneur seeking to launch an invention, a product, or a great new idea into a receptive marketplace. As chairman of the board of directors of the New York Angels, Cohen is one of the most engaged angel investors out there today. The first investor in Pinterest, he describes exactly what angels want to see, hear, and feel before they take out their checkbooks: A clear exit strategy before the startup even launches Facts that turn "due" diligence into "do" diligence Authenticity--"save your spinning for the fitness center" Proof that you "live inside the customer's head" Cohen gives invaluable insight into how the most successful angels view due diligence, friends and family money, crowdfunding, team building, scalability, iteration, exit strategies--and much more. This one-of-a-kind book provides a rare look inside the minds of people who are in the business of funding businesses just like yours. Read What Every Angel Investor Wants You to Know to get your best shot at funding for your product after your very first pitch. **PRAISE FOR WHAT EVERY ANGEL INVESTOR WANTS YOU TO KNOW:** "Brian Cohen is truly the entrepreneur's best friend. Cohen and

Kador haven distilled their first-hand experiences into an intensely personal, highly readable journey into the mind of angels that should be kept at the bedside of every startup CEO." -- DAVID S. ROSE, founder, New York Angels, and CEO, Gust "Meet one of the fundamental building blocks of the entrepreneurial scene. In one easy-to-read package, readers now have the wisdom of Brian Cohen, perhaps the most well-connected investor/entrepreneur in New York." -- MURAT AKTIHANOGU, founder and managing director, Entrepreneurs Roundtable Accelerator "What Every Angel Investor Wants You to Know gives you an actionable checklist for success in fund-raising and entrepreneurship. Cohen and Kador provide an exhilarating ride for those who want to pilot their own business." -- REED HOLDEN, serial entrepreneur and author of Negotiating with Backbone "Personal insights from a seasoned angel investor. An important addition to the reading list for today's entrepreneurs." -- SCOTT CASE, CEO, Startup America Partnership "What Every Angel Investor Wants You to Know is a must-read for entrepreneurs and investors who want to finance startup dreams--an accessible, jargon-free, practical primer." -- WHITNEY JOHNSON, author of Dare, Dream, Do: Remarkable Things Happen When You Dare to Dream and cofounder, Rose Park Advisors

While raising capital has never been easy, it has become a lot more difficult over the past few years. The dot-com debacle has made investors skittish, especially when it comes to financing early-stage start-ups. As a result, more and more entrepreneurs are being forced to compete harder and harder for a spot around the money well. At the end of the day, all most have to show for their efforts are tattered Rolodexes and battered egos. What they need is the competitive edge that comes with having a friend in the business--an advisor who'll cut through the mumbo-jumbo and tell them in plain English how to get the money they need. What they need is Raising Capital For Dummies. Whether you're just starting your business and need a little seed capital to launch your first product, or you're looking for a little help expanding an established business into a new market, this friendly guide helps you get the financing you need to realize your dreams. You'll discover how to: Tap personal sources of financing, as well as family and friends Approach customers and vendors for financing Hook up with commercial lenders Find angel investors Get an SBA loan Raise cash through private equity offerings Woo and win investment bankers and venture capitalists Venture capital guru, Joseph Bartlett explains in plain English the capital-raising strategies and techniques used by some of today's most successful businesses, including tried-and-true methods for: Assessing your financial needs and creating a solid financial plan Researching sources of financing and making first contact Finding, contacting, and convincing angels Getting your customers to finance your company Understanding and exploiting matching services Exploring commercial banks, savings institutions, credit unions, finance companies, and the SBA Qualifying for a loan Working with placement agents Raising cash through IPOs and mergers From raising seed capital and funds for expansion to IPOs and acquisitions, Raising Capital For Dummies shows you how to get the money you need to survive and thrive in today's winner-take-all marketplace.

The venture capital world is often intimidating and hard to navigate, even for the most seasoned entrepreneurs. But it doesn't have to be. Entrepreneurs who run effective fundraising processes don't do it by accident. With this book, you'll learn what it takes to successfully raise a round of funding for your company. Author Katherine Hague explains how the venture capital industry works, and walks you through each step necessary to plan, execute, and optimize your own fundraising round. Packed full of exercises, checklists, and templates, this book guides you through the process from start to finish. It's ideal for entrepreneurs raising later rounds of capital, as well as those just starting out. Gain an understanding of core venture capital concepts and standards Learn how to develop and hone an investor pitch Come away with a plan to hit the fundraising trail for your company Develop the confidence you need to negotiate key terms in a funding deal Understand best practices in fundraising, and learn how to avoid the top 10 fundraising mistakes Ask any established business owner to identify his or her toughest challenge when just starting out, and you'll likely get this answer: raising capital. Most aspiring entrepreneurs know far too little about the sources of money that can help start a business or fuel its growth. Where do you get capital? What are investors looking for? How do you ask for money in a way that gets results? This book answers these and many other critical questions. Even more important, entrepreneur and consultant David Nour shows how to develop long-term relationships with financial partner--the people who can help keep a business humming throughout its life. The Entrepreneur's Guide to Raising Capital, designed to help entrepreneurs navigate the money-raising maze, shows how to attract financing to fund the start-up and growth phases any business moves through. It answers the most common--and the most perplexing--questions entrepreneurs have about financing a business: How do I put together a credible request for funds? How do I choose wisely from among the plethora of financial and strategic investors, consultants, investment bankers, and other intermediaries? How do I identify and avoid the risks associated with various sources of capital? How do I plan for the right kind, amount, and source of smart capital as the business evolves? How do I get the highest return on invested capital? How do I avoid the biggest mistakes entrepreneurs make when raising capital? This book provides real-life, pragmatic advice from entrepreneurs who have raised money from friends, family, angel investors, and banks, as well as institutional investors such as venture capitalists and private equity firms. It details the process from start to finish while spotlighting the danger spots and ways to avoid them. It will be especially useful to those who are uncomfortable making important financial decisions, and to those who are confused by all the conflicting opinions

offered by advisors—both well meaning and otherwise. By showing readers the financing ropes, Nour removes a major source of stress for budding entrepreneurs and moves them closer to their dream come true: a successful business.

How to Profit from the Biggest Wealth Transfer in History

Raising the Money You Need to Fund Your Business, Project, or Invention

Venture Capital

Raising Capital For Dummies

Inside the Partnership between Venture Capitalists and Entrepreneurs

Leading Lawyers on Navigating Recent Trends in Fund Formation, Understanding Legal and Contractual Hurdles, and Developing Creative Strategies for Raising Capital

The Art of Raising Capital

Secrets to Raising Capital is the definitive guide on how to get funding for your business. Unlike other books on raising capital, it is not a list of lenders, investment bankers and investors nor is it filled with instructions on how to value your business or the difference between angel investors and private equity funds. The content of Secrets to Raising Capital is unique. The challenge faced by the business looking to obtain funding is convincing the money source to actually make the loan or the investment. That's where Secrets to Raising Capital comes in. This easy to read, strategy filled book is packed full of insights and actionable ideas on what to do, and how to do it, to make sure your business get's the money it needs. This book contains the secrets that money guys won't tell you, and most CFOs and consultants don't know. You'll find information on what never to say to a money guy, how to handle deal killers, and how to deliver a compelling presentation. You'll also find out how you can ruin a potential funding in one sentence. Secrets to Raising Capital is packed with pages of dos, don'ts, how tos, rules and instructions. It's not some theoretical book from academia, but a hands-on guide with real life examples. And it's not just for early stage companies and startups. The secrets included in this book will be of value to any CEO or CFO trying to raise capital—even in larger corporations and established companies. It doesn't matter how good you think your business is, or how good a manager you are, there are hundreds of reasons why you may not be getting the funding you need. Understanding the process of raising capital is key to funding your business. In Secrets to Raising Capital you'll discover how the money world works, and how you can raise money for your business the easiest and fastest way possible. Included for free - register on our website to connect with hundreds of funding sources.

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 Little Book of Hedge Funds that's big on explanations even the casual investor can use An accessible overview of hedge funds, from their historical origin, to their perceived effect on the global economy, to why individual investors should understand how they work, The Little Book of Hedge Funds is essential reading for anyone seeking the tools and information needed to invest in this lucrative yet mysterious world. Authored by wealth management expert Anthony Scaramucci, and providing a comprehensive overview of this shadowy corner of high finance, the book is written in a straightforward and entertaining style. Packed with introspective commentary, highly applicable advice, and engaging anecdotes, this Little Book: Explains why the future of hedge funds lies in their ability to provide greater transparency and access in order to attract investors currently put off because they do not understand how they work Shows that hedge funds have grown in both size and importance in the investment community and why individual investors need to be aware of their activities Demystifies hedge fund myths, by analyzing the infamous 2 and 20 performance fee and addressing claims that there is an increased risk in investing in hedge funds Explores a variety of financial instruments—including leverage, short selling and hedging—that hedge funds use to reduce risk, enhance returns, and minimize correlation with equity and bond markets Written to provide novice investors, experienced financiers, and financial institutions with the tools and information needed to invest in hedge funds, this book is a must read for anyone with outstanding questions about this key part of the twenty-first century economy.

The entrepreneur's step-by-step guide to venture capital--where to find it, how to secure it, and what to do with it Fewer than 40 percent of entrepreneurs seeking new business funding each year actually get that funding. How to Raise Capital improves those odds, providing prospective as well as current business owners with the knowledge they need to prepare an effective loan proposal, locate a suitable investor, negotiate and close the deal, and more. The all-star team of entrepreneurial experts behind How to Raise Capital gives readers top-level educational theory with hands-on, real-world knowledge. This thorough examination of the inner workings of the venture capital industry explores: Resources available to entrepreneurs, from SBA loans to angel investors Proven strategies for identifying and approaching equity sources Characteristics of a "superdeal"--from the investor's

perspective

How to Raise Money Over the Phone

How to Fund Your Business without Selling Your Soul

How to Fund Your Business Without Selling Your Soul

Raising Capital for Private Equity Funds

Building Your Real Estate Empire Using Other People's Money

10 things young businesses need to know about investors

Venture Capital For Dummies

The Art of Raising Capital: How to raise money over the phone is a system that can be used by a wide range of people to accomplish the mission of raising money for any project, idea, invention or anything possible that you can imagine. The reason I know this is because I have used this system for over 2 decades in the Investment Banking Industry. I have worked for some of America's top wall-street investment banks where I have raised over 1 Billion Dollars. This system is a blueprint and model for how it is done on at major wall-street firms and gives you insight and instructions on how to use the system and apply it to any business or model you want. This is part 1 of a 4 part series. Part 1 is The Pitch teaches who, what and why the system works. Part 2 is The Deal: How to structure your proposal. If you are a start-up or already making sales, this part teaches you how to structure your deal for maximum profit for you and your investors. Part 3 is The Lead: How to get the Check. This part is designed to put you in touch with qualified investors, people who are ready to take your call and listen your pitch. Part 4 is Managing Your New Wealth. This part will teach you how to manage your new business resources and your new wealth. This entire system will complete your journey of supplying Capital to your ideas and allow you to create wealth like never before.

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.

Think Kickstarter® is just for artists and people who don't really want to work for their success? Think again! In 2012 President Obama signed the JOBS act (Jumpstart Our Business Startups), empowering privately owned companies to raise capital from investors without going through the rigorous IPO and private placement processes. Your private company can now crowdfund your way to success! Now that the SEC has handed down the last regulations, the floodgates will open and companies will be free to compete for funding. Thankfully for you, small business and legal expert Cliff Ennico has followed the equity crowdfunding story since its inception and has translated the regulations into a clear set of dos and don'ts for entrepreneurs and small business others looking to get in early. In The Crowdfunding Handbook, burgeoning crowdfunders can learn how to:

- Decipher whether crowdfunding is their best bet
- Choose between funding platforms
- Pitch a project to the public
- Reach the most promising investors
- Figure out disclosure documents and report requirements
- And more!

IPSS are expensive, and venture capital nearly impossible to attract. Crowdfunding is changing the game for private companies. Are you taking full advantage?

Darren Weeks is Canada's most prominent financial educator. He is the Founder of the Fast Track Group of Companies, an acclaimed solutions-based financial literacy firm and one of the nation's fastest-growing companies. For nearly a decade and a half, Darren has spoken to hundreds of thousands of people across North America, Europe and Latin America about how to become financially independent. He is an advocate of learning how to create wealth through business and investment, and believes that this vital knowledge is lacking from traditional education. In fact, in every country that he has spoken Darren has seen that schools do not teach their students to manage money. Darren has made it his mission to fill that void by providing financial education to people across the world. He went from an average middle-class upbringing to raising hundreds of millions of dollars in investor capital, owning nearly 5,000 real estate properties, millions of dollars in

energy assets and acquiring two cruise ship terminals in the Caribbean. All of this was accomplished by educating himself on how to do it and then taking action. There is no greater expert on the art of raising capital from investors and no person more committed to sharing this information than Darren Weeks.

Pitching Investors, Negotiating the Deal, and Everything Else Entrepreneurs Need to Know

The Definitive Guide to Syndication and Raising Money for Real Estate and Small Business