



Inside Secrets to Venture Capital

Brian E. Hill, Dee Power

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The inside story on finding the capital your business needs to grow

When it comes to finding capital--and the right investors for your business--entrepreneurs need all the help they can get. Brian Hill and Dee Power spent three years surveying 250 venture capital firms to find out what venture capitalists look for when putting their money in young businesses. Their results will give you all the tools you need to make smart decisions and avoid pitfalls and unnecessary risks, including:

- * How to create and present a business plan to investors
- * Profiles of venture capitalists in action
- * Enlightening true tales in venture capital
- * How to organize a quality management team to attract investors
- * The truth about referrals
- * Tips on valuing your company realistically
- * Doing due diligence: scams, vultures, and bottom feeders
- * Negotiating the best terms for you and your business

Inside Secrets to Venture Capital will show you what it takes to attract the investors and the money you need to grow. It's everything you need to know to play the venture capital game--and win . . .



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