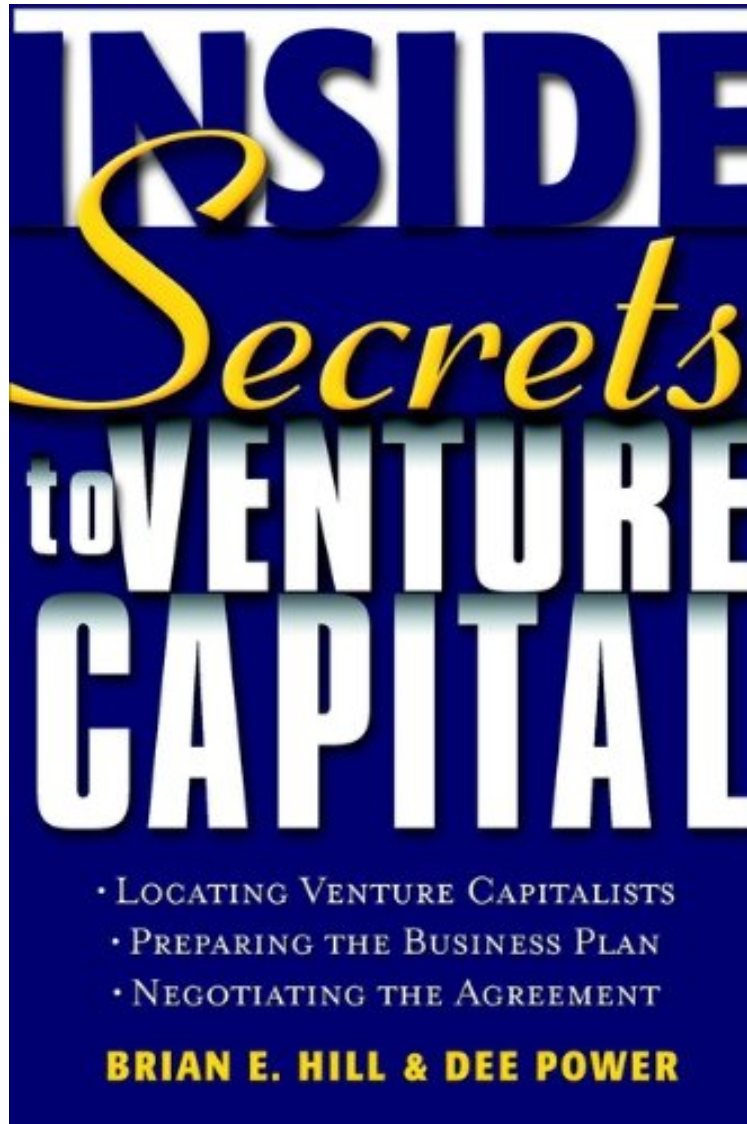


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Inside Secrets to Venture Capital

Brian E. Hill, Dee Power

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Brian E. Hill, Dee Power : Inside Secrets to Venture Capital before purchasing it in order to gage whether or not it would be worth my time, and all praised Inside Secrets to Venture Capital:

0 of 0 people found the following review helpful. Quick NoteBy Carlos MantasIt is an interesting book for whomever knows little or nothing about Venture Capital.However it is completely outdated. It reports back to the year 2000. One can surely find more recent books on this topic.4 of 8 people found the following review helpful. Wow... so badBy Keil Steven GregAfter looking at numerous books and reviews here on , I picked this puppy up.Here's what's happened since:1) I've repeatedly thought "wow, what a poorly written book."2) I've been trying to find something of

value in the book. I tell myself, "well, I bought the book - I should probably try to finish it."3) Then I tell myself "But hey, you should respect your time more."4) I think to myself, well, what if *somewhere* in this book there is a bit of useful information? What if I went to page 223 and found a gem of information that's very good?5) So then I flip ahead to page 223 and sure enough...nothing.If you want a book that is basically a collection of survey results from what appears to be poorly conducted and researched surveys of a few VC's and entrepreneurs, this book is for you. It has absolutely nothing of value in it concerning how VC's find, judge, value, and finalize a deal. It really only offers common-sense guidelines, which anyone with some basic experience should already have (or should have heard second-hand). There are no "secrets." None. I promise you.I can honestly say that I've gotten very, very little of value out of this book, and after page 186 I'm still trying to figure out if there was a drop of value in the thing.8 of 9 people found the following review helpful. Valuable handbook and reference guideBy A CustomerRaising capital is a mystifying process for most entrepreneurs. They get very little feedback from potential investors on the quality of their business plans, the packaging of their deals, the presentation of their opportunities, and the underlying strength of their business strategies and value propositions. This situation is complicated by differing scope and levels of advice between professional service providers, such as accountants, attorneys, and management consultants. Entrepreneurs waste valuable time trying to raise capital ineffectively, and as a consequence, their businesses suffer.Inside Secrets to Venture Capital takes the mystery out of the process. It is a valuable handbook and reference guide to entrepreneurs, professional service providers and investors. In a clear and logical format, the book addresses the issues to consider when raising venture capital, and then describes the process in detail. The book is rich in case studies from entrepreneurs, professional service providers and investors on their actual experiences. Most importantly, the book contains feedback from actual investors on what works for them and what doesn't.Inside Secrets to Venture Capital is a necessity for anybody in the field of raising capital."

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 . . .

From the Inside FlapNo voodoo rituals . . . No mumbo jumbo . . . Just the facts on finding the investors and the capital your business needs to prosper The entrepreneurial road is a tough one to follow--full of setbacks, unforeseen perils, and the fear of all-too-possible failure. Your business needs capital to grow, but finding that capital can be difficult and stressful. You need straightforward advice, sensible insight, and reassurance that the process can work for you. For fifteen years Brian Hill and Dee Power have assisted small and mid-sized companies with strategies for finding capital. They understand the venture capital world and why it seems confusing, contrary, and frustrating. Entrepreneurs worry that they won't be able to find the capital they need to prosper, that they will fall victim to an unfair deal with a shady partner, or that they will lose control of their business to their investors. This book addresses those concerns with straightforward advice and real answers. The authors spent three years collecting data, opinions, and statistics from more than 250 venture capital firms, including some of the world's largest. This book showcases those results in the actual words of the venture capitalists themselves. In Inside Secrets to Venture Capital you will find a wide range of opinions and a wealth of candid comments to help make sense of this sometimes maddening process. You will find hundreds of tips, pieces of advice, and pitfalls to avoid, as well as comments and opinions from entrepreneurs who have successfully raised capital for their businesses. You will learn how to create and present a business plan to investors, how to organize a quality management team to attract investors, and how to do due diligence and avoid scams and rip-offs. Inside, you will find enlightening true adventures in venture capital, tips on valuing your company realistically, and advice on negotiating the best terms for your business. So get inside the world of venture capital--and learn what it takes to attract the investors and the money you need to grow.From the Back CoverThe 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: bull; How to create and present a business plan to investors bull; Profiles of venture capitalists in action bull; Enlightening true tales in venture capital bull; How to organize a quality management team to attract investors bull; The truth about referrals bull; Tips on valuing your

company realistically bull; Doing due diligence: scams, vultures, and bottom feeders bull; 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 . . .

About the Author BRIAN E. HILL holds a master's degree in business administration, with a specialization in finance. He worked in corporate planning with several large organizations before founding Profit Dynamics Inc., a research and management consulting firm, in 1987. This firm has advised numerous small and mid-sized companies in the areas of writing business plans and finding capital. Clients have included technology and Internet companies as well as manufacturing, distribution, and service businesses. DEE POWER also has an MBA degree and is a founding partner of Profit Dynamics Inc. She has eighteen years of experience in business planning and in working with entrepreneurs. Dee and Brian can be reached through their Web site, www.capital-connection.com, a resource site for entrepreneurs looking for capital.