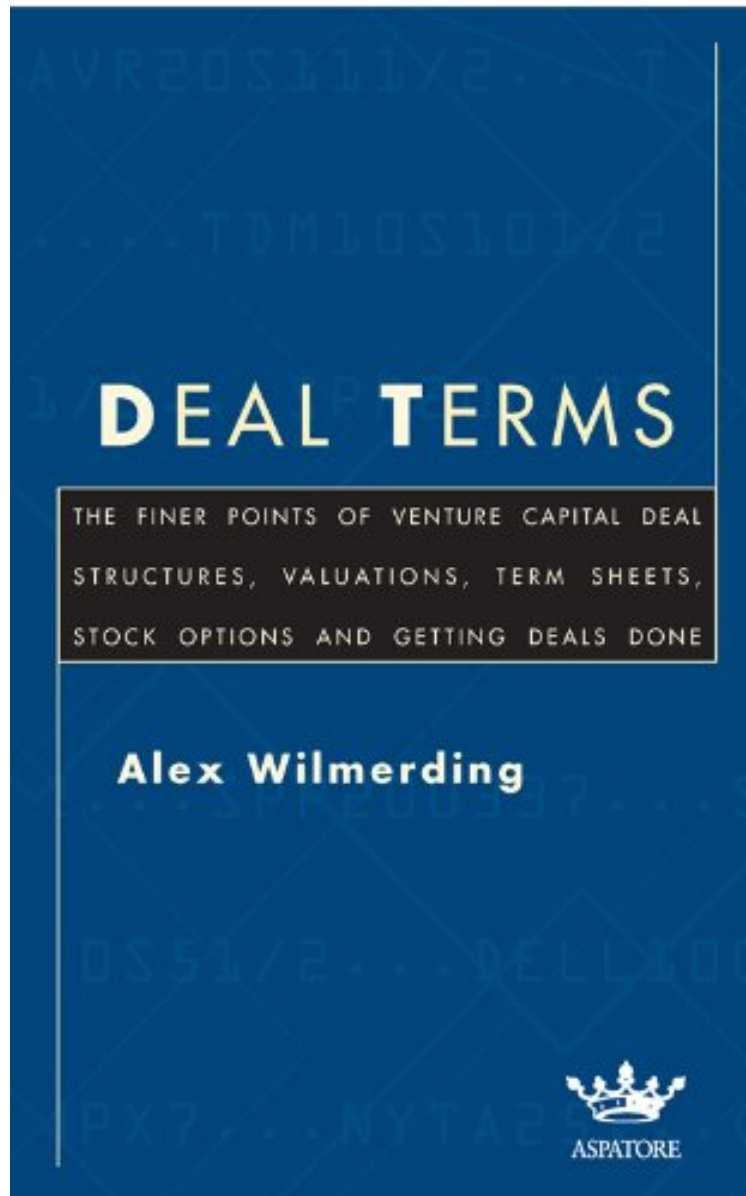


(Read free ebook) Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds)

# Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds)

Alex Wilmerding

ebooks / Download PDF / \*ePub / DOC / audiobook



DOWNLOAD



READ ONLINE

#1192397 in eBooks 2009-06-21 2006-12-01File Name: B003XYESD0 | File size: 74.Mb

Alex Wilmerding : Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) before purchasing it in order to gage whether or not it

would be worth my time, and all praised Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds):

0 of 0 people found the following review helpful. Interesting Book for EntrepreneursBy KimberlyI purchased this book for a college course, and was very impressed. It was in good shape. The information inside of it is essential for any entrepreneurship. The financials are essential, and that is what this book covers.0 of 0 people found the following review helpful. Five StarsBy SuzyGreat book, great service4 of 6 people found the following review helpful. Solid reference for entrepreneursBy Ingo Leung'Deal Terms' is a solid reference for entrepreneurs with 'need-to-read' (as opposed to 'nice-to-read') information regarding venture financing deals. I find Wilmerding's interviews with various relevant players (e.g. legal counsellor, venture capitalist, entrepreneur) to be a good differentiator of the book; the quick analysis of actual term sheet is also pragmatic. The 'Valuation' section is relatively generic is the weaker part of the book.

Deal Terms is the first ever in-depth look at valuations, preferred stock, stock options and other variables that affect deal structure, written by Alex Wilmerding (a venture capitalist at Boston Capital Ventures and best selling author of Term Sheets Valuations). Written from a venture capital perspective, however applicable for all types of financings, Deal Terms 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. A must have book for any executive, entrepreneur, or financial professional, this timeless classic is an unprecedented resource that will help you avoid costly mistakes, understand various structures and terms, and understand wording and language from other deal sheets to help you get deals done. Old Long: This product provides an in-depth look at valuations, preferred stock, stock options, and other variables that affect deal structure. It 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 legal professionals.

"Deal terms are a huge issue for most entrepreneurs; this is a really important resource." Andrew McKee, General Partner, Webster Capital -An indispensable reference for entrepreneurs and finance professionals--, Clifford Schorer, Entrepreneur in Residence, Columbia Business School -Deal Terms provides critical, in-depth, first-hand perspective on the crucial terms and factors which influence financing decisions for venture investors and early and expansion stage companies. It is an excellent follow-on to Wilmerding-s first book.- Graham Anderson, General Partner, Euclid SR Partners From the AuthorAlex Wilmerding works at Boston Capital Ventures and serves as a director of the boards of HUBX, Inc.; ImpactXoft, Inc.; and Khimetrics, Inc. He lives in Boston, Massachusetts. He is also the best selling author of "Term Sheets Valuations."About the AuthorAlex Wilmerding works at Boston Capital Ventures and serves as a director of the boards of HUBX, Inc.; ImpactXoft, Inc.; and Khimetrics, Inc. He lives in Boston, Massachusetts.