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# Startup Boards Getting The Most Out Of Your Board Directors Kindle Edition Brad Feld

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Merely said, the Startup Boards Getting The Most Out Of Your Board Directors Kindle Edition Brad Feld is universally compatible with any devices to read



Drawdown HarperCollins

The Startup Way reveals how organisations of all sizes can harness startup techniques to drive growth. In The Lean Startup, Eric Ries, Entrepreneur in Residence at Harvard, created a global movement. Concepts like constant

iteration, minimal viable products (MVPs), and pivoting have changed the language of business. Now he turns his attention to companies and organizations of all sizes. Ries has been working with giant firms like General Electric and Toyota to help them become more nimble, in order to spur growth and produce products and services that customers want. In The Startup Way, he shares his insights, stories and best practices, delivering a critical toolkit to solve all business challenges. Today every company needs to get faster and smarter. Read The Startup Way and discover how to embrace change, survive and thrive.

[Surviving a Startup](#) John Wiley & Sons

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The new edition of the definitive guide for venture capital practitioners—covers the entire process of venture firm formation & management, fund-raising, portfolio construction, value creation, and exit strategies Since its initial publication, *The Business of Venture Capital* has been hailed as the definitive, most comprehensive book on the subject. Now in its third edition, this market-leading text explains the multiple facets of the business of venture capital, from raising venture funds, to structuring investments, to generating consistent returns, to evaluating exit strategies. Author and VC Mahendra Ramsinghani who has invested in startups and venture funds for over a decade, offers best practices from experts on the front lines of this business. This fully-updated edition includes fresh perspectives on the Softbank effect, career paths for young professionals, case studies and cultural disasters, investment models, epic failures, and more. Readers are guided through each stage of the VC process, supported by a companion website containing tools such as the LP-GP Fund Due Diligence Checklist, the Investment Due Diligence Checklist, an Investment Summary format, and links to white papers and other industry guidelines. Designed for experienced practitioners, angels, devils, and novices alike, this valuable resource: Identifies the key attributes of a VC professional and the arc of an investor’s career Covers the art of raising a venture fund, identifying anchor investors, fund due diligence, negotiating fund investment terms with limited partners, and more Examines the distinct aspects of portfolio construction and value creation Balances technical analyses and real-world insights Features interviews, personal stories, anecdotes, and wisdom from leading venture capitalists *The Business of Venture Capital, Third Edition* is a must-read book for anyone seeking to raise a venture fund or pursue a career in venture capital, as well as practicing venture capitalists, angel investors or devils alike, limited partners, attorneys, start-up entrepreneurs, and MBA

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students.

### Venture Deals Hyperink Inc

Note from the Author Hi, my name is Dharmesh, and I ' m a startup addict. And, chances are, if you ' re reading this, you have at least a mild obsession as well. This book is based on content from the OnStartups.com blog. The story behind how the blog got started is sort of interesting—but before I tell you that story, it ' ll help to understand my earlier story. As a professional programmer, I used to work in a reasonably fun job doing what I liked to do (write code). Eventually, I got a little frustrated with it all, so at the ripe old age of 24, I started my first software company. It did pretty well. It was on the Inc. 500 list of fastest growing companies three times. It reached millions of dollars of sales and was ultimately acquired. I ran that first company for over 10 years working the typical startup hours. When I sold that company, I went back to school to get a master ' s degree at MIT. I ' ve always enjoyed academics, and I figured this would be a nice “ soft landing ” and give

me some time to figure out what I wanted to do with my life. As part of my degree requirements, I had to write a graduate thesis. I titled my thesis “ On Startups: Patterns and Practices of Contemporary Software Entrepreneurs. ” And, as part of that thesis work, I wanted to get some feedback from some entrepreneurs. So, I figured I ' d start a blog. I took the first two words of the thesis title, “ On Startups, ” discovered that the domain name OnStartups.com was available, and was then off to the races. The blog was launched on November 5, 2005. Since then, the blog and associated community have grown quite large. Across Facebook, LinkedIn, and email subscribers, there are over 300,000 people in the OnStartups.com audience. This book is a collection of some of the best articles from over 7 years of OnStartups.com. The articles have been topically organized and edited. I hope you enjoy them.

*The Corporate Startup* Penguin UK  
An essential guide to  
understanding the dynamics of a

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startup's board of directors Let's face it, as founders and entrepreneurs, you have a lot on your plate—getting to your minimum viable product, developing customer interaction, hiring team members, and managing the accounts/books. Sooner or later, you have a board of directors, three to five (or even seven) Type A personalities who seek your attention and at times will tell you what to do. While you might be hesitant to form a board, establishing an objective outside group is essential for startups, especially to keep you on track, call you out when you flail, and in some cases, save you from yourself. In *Startup Boards*, Brad Feld—a Boulder, Colorado-based entrepreneur turned-venture capitalist—shares his experience in this area by talking about the importance of having the right board members on your team and how to manage them well. Along the way, he shares valuable insights on various aspects of the board, including how they can support you, help you understand your startup's milestones and get to them faster, and hold you accountable. Details the process of choosing board members, including interviewing many people, checking references, and remembering that there should be no fear in rejecting a wrong fit. Explores the importance of running great meetings, mixing social time with business time, and much more. Recommends being a board member yourself at some other organization

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so you see the other side of the equation Engaging and informative, *Startup Boards* is a practical guide to one of the most important pieces of the startup puzzle.

### *Startup CEO Portfolio*

"Straight Talk for Startups memorializes age-old best practices and empowers both experienced and new investment professionals to beat the odds."—David Krane, CEO, Google Ventures "Straight Talk for Startups is filled with real, raw, and fact-based 'rules of the road' that you need to know when diving into our ultra-competitive startup world. A must read and a re-read!"—Tony Fadell, Coinventor of the iPod/iPhone & Founder of Nest Labs Veteran venture capitalist Randy Komisar and finance

executive Jantoon Reigersman share no-nonsense, counterintuitive guidelines to help anyone build a successful startup. Over the course of their careers, Randy Komisar and Jantoon Reigersman continue to see startups crash and burn because they forget the timeless lessons of entrepreneurship. But, as Komisar and Reigersman show, you can beat the odds if you quickly learn what insiders know about what it takes to build a healthy foundation for a thriving venture. In *Straight Talk for Startups* they walk budding entrepreneurs through 100 essential rules—from pitching your idea to selecting investors to managing your board to deciding how and when to achieve liquidity. Culled

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from their own decades of experience, as well as the experiences of their many successful colleagues and friends, the rules are organized under broad topics, from "Mastering the Fundamentals" and "Selecting the Right Investors," to "The Ideal Fundraise," "Building and Managing Effective Boards," and "Achieving Liquidity." Vital rules you'll find in *Straight Talk for Startups* include: The best ideas originate from founders who are users Create two business plans: an execution plan and an aspirational plan Net income is an option, but cash flow is a fact Don't accept money from strangers Personal wealth doesn't equal good investing Small boards are better than big ones

Add independent board members for expertise and objectivity Too many unanimous board decisions are a sign of trouble Choose an acquirer, don't wait to be chosen Learn the rules by heart so you know when to break them Filled with helpful real-life examples and specific, actionable advice, *Straight Talk for Startups* is the ideal handbook for anyone running, working for, or thinking about creating a startup, or just curious about what makes high-potential ventures tick.

*Traversing the Traction Gap* John Wiley & Sons

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

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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.

*The Titanic Effect* Morgan James Publishing  
A practical guide for established companies that aspire to develop and sustain their innovation capabilities. Provides frameworks, visualizations, templates, tools and methods that can be



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easily applied to develop new products and business models

*Managing Sport Business* John Wiley & Sons

"Starting a new venture is like jumping off a cliff and sewing a parachute on the way down. This book is the parachute." Joe Gebbia, cofounder and chief product officer, Airbnb How do you make your start-up a genuine success in the long term? While most books and press focus on the more sensational moments of creation and conclusion, *The Messy Middle* argues that the real key to success is how you navigate the ups-and-downs after initial investment is secured. It will give you all the insights you need to build and optimize your

team, improve your product and develop your own capacity to lead covering:

- Coping with uncertainty and conflict
- Playing the long game
- Optimising your team
- Problem solving through the ups and downs
- Adapting your strategy
- When to quit

Building on seven years' of meticulous research with entrepreneurs, small agencies, start-ups and billion-dollar companies, Scott Belsky offers indispensable lessons on how to endure and thrive in the long term.

*Sales Engagement* John Wiley & Sons Tech entrepreneurs, make your startup dreams come true by utilizing this invaluable, founder-to-founder guide to successfully navigating all phases of the tech startup journey. With the advent of the

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internet, mobile computing, and now AI/Machine learning and cloud computing, the number of new startups has accelerated over the last decade across tech centers in Silicon Valley, Israel, India, and China. From Startup to Exit shares the knowledge that pioneering, serial entrepreneur Shirish Nadkarni has gained from over two decades of success, detailing the practical aspects of startup formation from founding, funding, management, and finding an exit. With successful tech entrepreneurs interviewed and featured throughout, From Startup to Exit will help you: Understand exactly what tech startups must do to succeed in all phases, from idea stage to IPO. Gain invaluable insights from the journeys of other successful tech founders that can be applied to your own

situation. Learn how to raise millions of dollars of funding from angels and VCs to give your company the fuel it needs to take off and succeed.

*How to F\*ck Up Your Startup* John Wiley & Sons

THE HOW-TO GUIDE FOR INNOVATORS TO IMPROVE THEIR IDEAS AND SUCCESSFULLY LAUNCH THEM THROUGH THE

POWER OF NARRATIVE In a world that's been turned upside down by a pandemic, social upheavals, environmental disasters, and economic disruptions, the need for reinvention is paramount. While many entrepreneurs and innovators have brilliant ideas, they desperately need the skills to

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successfully articulate their vision to investors, prospective customers, employees, and stakeholders. In this informative and empowering book, David Riemer breaks down the storytelling clutter so you can gain the attention you need to be successful. Storytelling is foundational. If you have a groundbreaking invention in mind or have a plan to solve worldwide problems, *Get Your Startup Story Straight* is the tool you need to create better customer-focused solutions, motivate more backers to your project, and ultimately dominate in the market. Broken down into three acts, this book will allow you to discover the building blocks of your narrative, the storytelling techniques to convey your ideas clearly, and the archetypes for inspiration. The author's own words tell it all: "Innovators are ubiquitous nowadays, and for this community, storytelling is essential." If you are a creator struggling to get others on board, this is the handbook to refine your story to guide your product strategy, shape your company, and ultimately improve lives.

*Super Founders* BenBella Books  
A comprehensive guide on creating, growing, and leveraging a board of directors written for CEOs, board members, and people seeking board roles. The first time many founders see the inside of a board room is when they step in to lead their board. But how do

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boards work? How should they be structured, managed, and leveraged so that startups can grow, avoid pitfalls, and get the best out of their boards? Authors Brad Feld, Mahendra Ramsinghani, and Matt Blumberg have collectively served on hundreds of startup and scaleup boards over the past 30 years, attended thousands of board meetings, encountered multiple personalities and situations, and seen the good, bad, and ugly of boards. In *Startup Boards: A Field Guide to Building and Leading an Effective Board of Directors*, the authors provide seasoned advice and guidance to CEOs, board members, investors, and anyone aspiring to serve on a board.

This comprehensive book covers a wide range of topics with relevant tips, tactics, and best practices, including: Board fundamentals such as the board's purpose, legal characteristics, and roles and functions of board members; Creating a board including size, composition, roles of VCs and independent directors, what to look for in a director, and how to recruit directors; Compensating, onboarding, removing directors, and suggestions on building a diverse board; Preparing for and running board meetings; The board's role in transactions including selling a company, buying a company, going public, and going out of business; Advice for independent and aspiring

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directors. *Startup Boards* draws on the authors' experience and includes stories from board members, startup founders, executives, and investors. Any CEO, board member, investor, or executive interested in creating an active, involved, and engaged board should read this book—and keep it handy for reference.

*Do More Faster* John Wiley & Sons

The founders of a respected Silicon Valley advisory firm study legendary category-creating companies and reveal a groundbreaking discipline called category design. Winning today isn't about beating the competition at the old game. It's about inventing a whole new game—defining a new market category, developing it, and dominating it over time. You can't build a legendary

company without building a legendary category. If you think that having the best product is all it takes to win, you're going to lose. In this farsighted, pioneering guide, the founders of Silicon Valley advisory firm Play Bigger rely on data analysis and interviews to understand the inner workings of “category kings”— companies such as Amazon, Salesforce, Uber, and IKEA—that give us new ways of living, thinking or doing business, often solving problems we didn't know we had. In *Play Bigger*, the authors assemble their findings to introduce the new discipline of category design. By applying category design, companies can create new demand where none existed, conditioning customers' brains so they change their expectations and buying habits. While this discipline defines the tech industry, it applies to every kind of industry and even to personal careers. *Crossing the Chasm* revolutionized how we think about new products in an existing

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market. The Innovator's Dilemma taught us about disrupting an aging market. Now, Play Bigger is transforming business once again, showing us how to create the market itself.

The Entrepreneur's Journey World Bank Publications

In 2011 the World Bank—with funding from the Bill and Melinda Gates Foundation—launched the Global Findex database, the world's most comprehensive data set on how adults save, borrow, make payments, and manage risk. Drawing on survey data collected in collaboration with Gallup, Inc., the Global Findex database covers more than 140 economies around the world. The initial survey round was followed by a second one in 2014 and

by a third in 2017. Compiled using nationally representative surveys of more than 150,000 adults age 15 and above in over 140 economies, The Global Findex Database 2017: Measuring Financial Inclusion and the Fintech Revolution includes updated indicators on access to and use of formal and informal financial services. It has additional data on the use of financial technology (or fintech), including the use of mobile phones and the Internet to conduct financial transactions. The data reveal opportunities to expand access to financial services among people who do not have an account—the unbanked—as well as to promote greater use of digital

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financial services among those who do have an account. The Global Findex database has become a mainstay of global efforts to promote financial inclusion. In addition to being widely cited by scholars and development practitioners, Global Findex data are used to track progress toward the World Bank goal of Universal Financial Access by 2020 and the United Nations Sustainable Development Goals. The database, the full text of the report, and the underlying country-level data for all figures—along with the questionnaire, the survey methodology, and other relevant materials—are available at [www.worldbank.org/globalindex](http://www.worldbank.org/globalindex).  
Play Bigger John Wiley & Sons

WHAT VALUABLE COMPANY IS NOBODY BUILDING? The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. If you are copying these guys, you aren't learning from them. It's easier to copy a model than to make something new: doing what we already know how to do takes the world from 1 to n, adding more of something familiar. Every new creation goes from 0 to 1. This book is about how to get there. 'Peter Thiel has built multiple breakthrough companies, and Zero to One shows how.' ELON MUSK, CEO of SpaceX and Tesla 'This book delivers completely new and refreshing ideas on how to create value in the

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world.' MARK ZUCKERBERG, CEO of Facebook 'When a risk taker writes a book, read it. In the case of Peter Thiel, read it twice. Or, to be safe, three times. This is a classic.' NASSIM NICHOLAS TALEB, author of *The Black Swan* Lead Upwards Lioncrest Publishing

A definitive book for any CEO—first time or otherwise—of a high-growth company. While big company CEOs are usually groomed for the job for years, startup CEOs aren't—and they're often young and relatively inexperienced in business in general. Author Matt Blumberg, a technology and marketing entrepreneur, knows this all too well. Back in 1999, he started a company called Return Path, which later became the driving force

behind the creation of his blog, OnlyOnce—because "you're only a first time CEO once." Now, more than a decade later, he's written *Startup CEO*. As the fifth book in the *StartUp Revolution* series, this reliable resource is based on Blumberg's experience as a startup CEO and covers a number of issues he's faced over the dozen years he's been a CEO. Offers valuable insights into how the CEO sets the overall vision and strategy of the company and communicates it to all stakeholders. Discusses how to build a company's human capital by recruiting, hiring, and retaining the very best talent. Examines how a CEO must align available resources with the company's



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strategy in order to ensure success  
Addresses what it takes to master the  
"How" of being a CEO—from leading an  
executive team to managing in any type  
of market Engaging and informative, this  
book is essential reading for any, and  
every, CEO.

*Exit Right* Penguin UK

Before you sell your company, even the  
odds. While a successful entrepreneur  
may exit a handful of companies in their  
lifetime, large buyers close deals all the  
time. Without decades of experience in  
mergers and acquisitions, founders  
don't have the tools they need to get the  
best results for themselves, their teams,  
or the new parent company. Through  
dozens of interviews with M&A leaders

at the biggest Silicon Valley acquirers-as  
well as attorneys, bankers, and founders  
who have been through the trenches-  
Exit Right delivers the hard-earned  
lessons that lead to successful exits.  
From negotiation to valuation to  
breaking down a term sheet, managing  
legal costs, and handling emotional  
turbulence-this unparalleled guide  
covers every critical aspect of a  
technology startup sale. Learn where  
deals get into trouble, how to create  
alignment between negotiating parties,  
and what terms you should care about  
most. Above all, learn how to win in both  
the short and the long term, maximizing  
your price while positioning your  
company for a legacy you can be proud

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of.

The Business of Venture Capital John Wiley & Sons

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 any time. 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.

Zero to One John Wiley & Sons

The Way Forward for Entrepreneurship Around the World We are in the midst of a startup revolution. The growth and

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proliferation of innovation-driven startup activity is profound, unprecedented, and global in scope. Today, it is understood that communities of support and knowledge-sharing go along with other resources. The importance of collaboration and a long-term commitment has gained wider acceptance. These principles are adopted in many startup communities throughout the world. And yet, much more work is needed. Startup activity is highly concentrated in large cities. Governments and other actors such as large corporations and universities are not collaborating with each other nor with entrepreneurs as well as they could. Too often, these actors try to control activity or impose their view from the top-down, rather than supporting an environment that is led from the bottom-up. We continue to see a disconnect between an entrepreneurial mindset and that of many actors who wish to engage with and support entrepreneurship. There are structural reasons for this, but we can overcome many of these obstacles with appropriate focus and sustained practice. No one tells this story better than Brad Feld and Ian Hathaway. *The Startup Community Way: Evolving an Entrepreneurial Ecosystem* explores what makes startup communities thrive and how to improve collaboration in these rapidly evolving, complex environments. *The Startup Community Way* is an explanatory guide for startup communities. Rooted in the theory of complex systems, this book establishes the systemic properties of entrepreneurial ecosystems and explains why their

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complex nature leads people to make predictable mistakes. As complex systems, value creation occurs in startup communities primarily through the interaction of the "parts" - the people, organizations, resources, and conditions involved - not the parts themselves. This continual process of bottom-up interactions unfolds naturally, producing value in novel and unexpected ways. Through these complex, emergent processes, the whole becomes greater and substantially different than what the parts alone could produce. Because of this, participants must take a fundamentally different approach than is common in much of our civic and professional lives. Participants must take a whole-system view, rather than simply trying to optimize their individual part. They

must prioritize experimentation and learning over planning and execution. Complex systems are uncertain and unpredictable. They cannot be controlled, only guided and influenced. Each startup community is unique. Replication is enticing but impossible. The race to become "The Next Silicon Valley" is futile - even Silicon Valley couldn't recreate itself. This book: Offers practical advice for entrepreneurs, community builders, government officials, and other stakeholders who want to harness the power of entrepreneurship in their city Describes the core components of startup communities and entrepreneurial ecosystems, as well as an explanation of the differences between these two related, but distinct concepts Advances a new framework for effective startup community

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building based on the theory of complex systems and insights from systems thinking Includes contributions from leading entrepreneurial voices Is a must-have resource for entrepreneurs, venture capitalists, executives, business and community leaders, economic development authorities, policymakers, university officials, and anyone wishing to understand how startup communities work anywhere in the world

**The Messy Middle** Random House

Contemporary sport is both a sophisticated and complex international business and a mass participatory practice run largely by volunteers and community organisations. Now in a fully revised and expanded second edition, this authoritative and comprehensive introduction to the theory

and practice of sports management helps to explain the modern commercial environment that shapes sport at all levels and gives clear and sensible guidance on best practice in sports management, from elite sport to the local level. The first section examines the global context for contemporary sports management. The second explores the key functional areas of management, from organisation and strategy to finance and marketing, and explains how successful managerial techniques can be applied in a sporting context. The final section surveys a wide range of important issues in contemporary sports management, from corporate social responsibility to the use of information and communication technologies. Together, these sections provide a complete package

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of theory, applied practical skills and a state-of-the-art review of modern sport business. Complemented by a companion website full of additional resources, this book is essential reading for all students of sport management and sport business.

The Global Findex Database 2017  
Greenleaf Book Group

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 member; and exploring exit pathways in Part Two Offers insights, anecdotes, and wisdom from the

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experiences of best-in-class practitioners Checklist, and more, as well as external  
Includes interviews conducted by links to industry white papers and other  
Leading Limited Partners/Fund-of-Funds industry guidelines.  
with Credit Suisse, Top Tier Capital  
Partners, Grove Street Advisors, Rho  
Capital, Pension Fund Managers, and  
Family Office Managers Features the  
insights of over twenty-five leading  
venture capital practitioners, frequently  
featured on Forbes' Midas List of top  
venture capitalists Those aspiring to  
raise a fund, pursue a career in venture  
capital, or simply understand the art of  
investing can benefit from *The Business  
of Venture Capital, Second Edition*. The  
companion website offers various tools  
such as GP Fund Due Diligence  
Checklist, Investment Due Diligence