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## Venture Deals Be Smarter Than Your Lawyer And Capitalist Brad Feld

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Venture Deals provides entrepreneurs and start-up owners with a definitive reference for understanding venture capital funding. More than an overview of the process, this book delves into the details of the term sheet, the players, the negotiations, the legalities, and more, including what not to do.

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Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist is a must-have resource for any entrepreneur, venture capitalist, or lawyer involved in VC deals as well as students and instructors in related areas of

study.

Venture Deals - Third Edition - Feld Thoughts  
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Venture deals : be smarter than your lawyer and venture capitalist / Brad Feld and Jason Mendelson. p. cm. Includes index. ISBN 978-0-470-92982-7 (hardback); 978-1-118-11862-7 (ebk); 978-1-118-11863-4 (ebk); 978-1-118-11864-1 (ebk) 1. Venture capital. 2. New business enterprises – Finance. I. Mendelson, Jason, 1971 – II. Title. HG4751.F45 2011

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Venture Deals Be Smarter Than

Venture Deals: Be Smarter Than Your Lawyer and Venture

Capitalist. This excerpt is from Chapter 2: How to Raise Money]

Your goal when you are raising a round of financing should be to get several term sheets. While we have plenty of suggestions, there is no single way to do this, as financings come together in lots of different ways.

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Venture Deals by Brad Feld - Goodreads

Venture Deals — Third Edition. The third edition of Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist is going to print and pre-orders are up on Amazon. For everyone who has purchased, read, or reviewed our previous editions, thank you!

Venture Deals: Be Smarter Than Your Lawyer and Venture ...

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Venture Deals: Be Smarter Than Your Lawyer and Venture ...

My partner Jason Mendelson and I are psyched to announce that our book — Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist — has been published and is now available. We are also relaunching AskTheVC — the

companion website to the book that we maintained for several years, went dormant for a while, but is alive with content once again.

Venture Deals: Be Smarter Than Your Lawyer and Venture ...

The subtitle of this book says it all: Be smarter than your lawyer and venture capitalist. I don't know if that's true, as I'm neither, but this was an \*extremely\* helpful book to weed through all the confusing concepts and jargon surrounding venture capital. I plan to keep it around as a reference.

[Amazon.com: Customer reviews: Venture Deals: Be Smarter ...](#)

Whether you are an entrepreneur, lawyer, student or just have an interest in the venture capital ecosystem, Venture Deals is for you. The book dives deeply into how deals are constructed, why certain terms matter (and others don't), and more importantly, what motivates venture capitalists to propose certain outcomes.

[Venture Deals \(Audiobook\) by Jason Mendelson, Brad Feld ...](#)

Venture Deals is a must-read for any entrepreneur thinking about starting, or currently running, a venture-backed company. It might take you a bit longer to read (it took me several months which is A LOT higher than the average time it takes me to read a book), that most business books, because of the level of detail you will find.

Venture Deals: Be Smarter Than Your Lawyer and Venture ...

"Venture Deals is a must-read for any entrepreneur contemplating or currently leading a venture-backed company. Brad and Jason are highly respected investors who shoot straight from the hip and tell it like it is, bringing a level of transparency to a process that is rarely well understood. Contents

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