ENTREPRENEUR'S
GUIDE 10
RAISING
CAPITAL

from

ANGEL INVESTORS

# TARBY BRYANT

FOUNDER OF THE GATHERING OF ANGELS

## **Insider Secrets To Raising Capital From Angel Investors**

Frank J. Fabozzi

#### **Insider Secrets To Raising Capital From Angel Investors:**

The Six Secrets of Raising Capital Bill Fisher, 2014-09-29 In this book the author offers capital raising advice for entrepreneurs He looks at six traditional steps in the capital raising process and digs beneath the surface to expose subtle **Entrepreneurial Finance and Accounting for High-Tech Companies** Frank J. but critical aspects of each Fabozzi, 2016-11-10 Financial aspects of launching and operating a high tech company including risk analysis business models U S securities law financial accounting tax issues and stock options explained accessibly This book offers an accessible guide to the financial aspects of launching and operating a high tech business in such areas as engineering computing and science It explains a range of subjects from risk analysis to stock incentive programs for founders and key employees for students and aspiring entrepreneurs who have no prior training in finance or accounting The book begins with the rigorous analysis any prospective entrepreneur should undertake before launching a business covering risks associated with a new venture the reasons startup companies fail and the stages of financing It goes on to discuss business models and their components business plans and exit planning forms of business organization and factors to consider in choosing one equity allocation to founders and employees applicable U S securities law and sources of equity capital The book describes principles of financial accounting the four basic financial statements and financial ratios useful in assessing management performance It also explains financial planning and the use of budgets profit planning stock options and other option type awards methodologies for valuing a private company economic assessment of a potential investment project and the real options approach to risk and managerial flexibility Appendixes offer case studies of Uber and of the valuation of Tentex

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The Six Secrets of Raising Capital Bill Fisher, 2014-09-29 Based on Bill Fisher s three day seminars that regularly sell out all over the world this book offers the

kind of capital raising street smarts no entrepreneur can do without As a banker in Silicon Valley in the 80s and a businessman who founded a number of successful companies beginning in the 90s Fisher has seen firsthand the kind of rookie mistakes aspiring entrepreneurs make that end up stopping them before they have a chance to get started Fisher looks at six traditional steps in the capital raising process and digs beneath the surface to expose subtle but critical aspects of each knowledge that until now could come only with experience For example entrepreneurs believe that great business ideas get funded Not true just look at the failure rates of venture backed companies Great business stories get funded and all great business stories have a similar construction and shape And of course the entrepreneur needs an investor but each investor comes with his or her own personality issues You need the right match for long term success not just whoever is waving the biggest check a temptation that is easy for cash strapped entrepreneurs to succumb to Having this book is like going into your investor meetings with a trusted advisor who knows all the ins and outs of raising capital The 12 Magic **Slides** Paul M. Getty, 2014-02-28 Author Paul Getty has seen thousands of brilliant founding CEOs present to angel investors venture capitalists and institutional investors And he has seen thousands of them fail in their quest for the money they sincerely believed would lead to entrepreneurial success and riches for all Again and again he watched would be tech titans fail to create a good first impression deliver poor presentations tell lengthy stories that put investors to sleep and fail to address the critical issues sophisticated investors are most eager to hear about If only they d read The Twelve Magic Slides Insider Secrets for Raising Growth Capital Getty's slide topics developed while coaching hundreds of company founders to fundraising success cover each of the twelve key themes investors want to know about in depth before they part with their hard earned money the problem you see your solution to it the resulting business opportunity the amount of money you need to grow the firm and the potential returns for investors among others Getty managing director of Satwik Capital Advisors in San Jose California shows that properly developing each slide and the thinking behind it can get you the investment capital required to vault your company to the next level But The Twelve Magic Slides is more than a book about how raise money from professional investors It presents a whole new way of how to think about and develop a successful startup Regardless it will show you better ways to accomplish your goals and increase the chances you ll get the green light from investors Whether you are seeking startup funding from the angel down the street or trying to convince investment bankers to help take you public The Twelve Magic Slides provides a clear step by step process that will enable you to Identify the key elements of the business that must be developed to attract external capital Understand the critical dos and don ts CEOs must know to sell their story to investors in a quick and efficient manner Create twelve perfect slides and a presentation that secures investor interest from the start and gives them plenty of reasons to write you a check You need to find money to fund your company's growth Investors need to find entrepreneurs and ideas they can believe in The Twelve Magic Slides presents a proven method for attracting funds from angel investors venture capital firms private equity firms and institutional

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