

Founder S Pocket Guide Cap Tables

DemandVenture DealsLean B2BIntegrated GenerosityThe Bogleheads' Guide to InvestingFinancial Management for Technology Start-UpsFounder's Pocket Guide Convertible DebtThe Little Book That Beats the MarketThe #1 Guide to Startup ValuationAlcoholics AnonymousThe Fundable StartupA Pocket Guide to Netherlands East IndiesBreath TakingMastering Private EquitySlicing PieStarting Your Own Venture Investment FundVenture Capital Valuation, + WebsiteThe Book of MormonVenture Capital Due DiligenceFounders at WorkMastering the VC GameThe Road to Wigan PierFounder's Pocket Guide: Cap TablesThe Startup Funding BookIn Defense of LootingCrack the Funding CodeRV Capital of the WorldThe Anarchist CookbookLost and FounderSarabella's Thinking CapThe Global-Investor Book of Investing RulesHigh Growth HandbookLove DoesThe Art of Startup FundraisingCommentaries on the Laws of EnglandVenture Capital For DummiesVenture Capital and the Finance of Innovation, 2nd EditionDeep Learning with PyTorchFounder's Pocket Guide: Startup ValuationTerm Sheets & Valuations

Demand

Secure venture capital? Easy. Getting a business up and running or pushing a brilliant product to the marketplace requires capital. For many entrepreneurs, a lack of start-up capital can be the single biggest roadblock to their dreams of success and fortune. Venture Capital For Dummies takes entrepreneurs step by step through the process of finding and securing venture capital for their own projects. Find and secure venture capital for your business Get your business up

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and running Push a product to the marketplace If you're an entrepreneur looking for hands-on guidance on how to secure capital for your business, the information in Venture Capital For Dummies gives you the edge you need to succeed.

Venture Deals

Now available in paperback with a new preface and interview with Jessica Livingston about Y Combinator! Founders at Work: Stories of Startups' Early Days is a collection of interviews with founders of famous technology companies about what happened in the very earliest days. These people are celebrities now. What was it like when they were just a couple friends with an idea? Founders like Steve Wozniak (Apple), Caterina Fake (Flickr), Mitch Kapor (Lotus), Max Levchin (PayPal), and Sabeer Bhatia (Hotmail) tell you in their own words about their surprising and often very funny discoveries as they learned how to build a company. Where did they get the ideas that made them rich? How did they convince investors to back them? What went wrong, and how did they recover? Nearly all technical people have thought of one day starting or working for a startup. For them, this book is the closest you can come to being a fly on the wall at a successful startup, to learn how it's done. But ultimately these interviews are required reading for anyone who wants to understand business, because startups are business reduced to its essence. The reason their founders become rich is that startups do what businesses do—create value—more intensively than almost any other part of the economy. How? What are the secrets that make successful startups so insanely productive? Read this book, and let the founders themselves tell you.

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Lean B2B

A Pocket Guide to Netherlands East Indies was originally a 5.25"x4.24" pocket-size booklet released in 1943 for American GIs in World War II on their way to Indo-European countries, including Sumatra, Java, and Borneo, which were near territories occupied and controlled by the Japanese. The pamphlet outlines the role of the soldier, as well as descriptions of the different countries and peoples, their habits and cultures, and the native vegetation and wildlife. The booklet includes a map of the 3,000 countries making up the East Indies, guides to currency, time, measurements, and language, and a list of dos and don'ts when interacting with the general population. The War and Navy Departments, Washington D.C., publish pamphlets, reports, manuals, and instructions ranging on topics from countries and regions of the world, machine and weapon operation, roles of persons and positions, vehicle operation and safety, and other topics pertinent in wartime and for the military.

Integrated Generosity

Startup money is moving online, and this guide shows you how it works. The Art of Startup Fundraising takes a fresh look at raising money for startups, with a focus on the changing face of startup finance. New regulations are making the old go-to advice less relevant, as startup money is increasingly moving online. These new waters are all but uncharted—and founders need an accessible guide. This book helps you navigate the online world of startup fundraising with easy-to-follow explanations and expert perspective on the new digital world of finance. You'll find tips and tricks on raising money and investing in startups from early stage to

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growth stage, and develop a clear strategy based on the new realities surrounding today's startup landscape. The finance world is in a massive state of flux. Changes are occurring at an increasing pace in all sectors, but few more intensely than the startup sphere. When the paradigm changes, your processes must change with it. This book shows you how startup funding works, with expert coaching toward the new rules on the field. Learn how the JOBS Act impacts the fundraising model Gain insight on startups from early stage to growth stage Find the money you need to get your venture going Craft your pitch and optimize the strategy Build momentum Identify the right investors Avoid the common mistakes Don't rely on the "how we did it" tales from superstar startups, as these stories are unique and applied to exceptional scenarios. The game has changed, and playing by the old rules only gets you left behind. Whether you're founding a startup or looking to invest, *The Art of Startup Fundraising* provides the up-to-the-minute guidance you need.

The Bogleheads' Guide to Investing

From the bestselling creator of *Skippyjon Jones*, a heartwarming story about the importance of imagination and creativity. Sarabella is always thinking—conjuring, daydreaming, and creating new worlds from her imagination. There is so much going on in her head that it can barely be contained. But there are times when daydreaming is decidedly not a good thing—like when you're supposed to be doing multiplication tables. Luckily, Sarabella has an understanding teacher and with his encouragement She comes up with her own idea to show everyone who she is.

Financial Management for Technology Start-Ups

Crack the Funding Code demystifies the world of angel investing, venture capital, and corporate funding and lays out a strategic pathway for any entrepreneur to secure funding fast. Lack of funding is one of the biggest reasons small businesses fail. In 2016 in the United States alone, more than 31 percent of small business owners reported that they could not access adequate capital, and the lack of capital prevented them from growing the business/expanding operations, increasing inventory, or financing increased sales. Most business owners believe that their only feasible funding options are (1) savings or personal credit, (2) friends and family or (3) bank loans. They may have heard about venture capitalists or angel investors, but they don't have enough information about what these investors do, what they can provide for a business, and on what terms. What's worse, entrepreneurs often don't know how to access the people who are looking to put their money into young companies with potential. Finally, business owners don't have enough expertise to navigate the treacherous waters of outside funding. Many small companies don't believe they are the type of company that gets funded. Even when business owners are brave enough to look for the right outside investors, they don't know how to create the compelling pitches or how to structure the deals that will get them the funding to expand and grow. Crack the Funding Code will show readers how to find the money, create pitches that attract investors, and then structure fair, ethical deals that will bring them new sources of outside capital and invaluable professional advice. It will give readers the broader perspective—how funding works, how investors think, and what they need to hear to put their money where your mouth

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is. Every entrepreneur who reads this book will get easy-to-follow deal checklists, a roadmap of where and how to locate the best funding resources and top business mentors for their particular industry and/or geographical location, and a step-by-step process to create pitches that make their idea or business irresistible.

Founder's Pocket Guide Convertible Debt

The Little Book That Beats the Market

The #1 Guide to Startup Valuation

Well known technology executive and angel investor Elad Gil has worked with high growth tech companies like Airbnb, Twitter, Google, Instacart, Coinbase, Stripe, and Square as they've grown from small companies into global brands. Across all of these break-out companies, a set of common patterns has evolved into a repeatable playbook that Gil has codified in High Growth Handbook. Covering key topics including the role of the CEO, managing your board, recruiting and managing an executive team, M&A, IPOs and late stage funding rounds, and interspersed with over a dozen interviews with some of the biggest names in Silicon Valley including Reid Hoffman (LinkedIn), Marc Andreessen (Andreessen Horowitz), and Aaron Levie (Box), High Growth Handbook presents crystal clear guidance for navigating the most complex challenges that confront leaders and operators in high-growth startups. In what Reid Hoffman, cofounder of LinkedIn and co-author of the #1 NYT bestsellers *The Alliance* and *The Startup of You* calls "a trenchant guide,"

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High Growth Handbook is the playbook for turning a startup into a unicorn.

Alcoholics Anonymous

When investors ask for a valuation, many founders choke. They stutter, stall or worse: ask the investor. The investor is puzzled. Founders can name the price for their product. Then why not for their shares? The #1 Guide to Startup Valuation hands you the tools to value your startup. You will learn: The difference between selling your shares and raising money Why investors buy your shares The 4 building blocks of startup valuation How to value your startup if you raise money with equity How many shares you have to give away when you do a convertible How to choose between one or multiple exit scenarios How to choose between a convertible with a discount and a discount and a cap How to choose between equity and convertible debt If you don

The Fundable Startup

We take an average of 7.5 million breaths a year and some 600 million in our lifetime, and what goes on in our body each time oxygen is taken in and carbon dioxide expelled is nothing short of miraculous. "Our lungs are the lynchpin between our bodies and the outside world," writes Dr. Michael Stephen. And yet, we take our lungs for granted until we're incapacitated and suddenly confronted with their vital importance. In *Breath Taking*, pulmonologist Michael Stephen takes us on a journey to shed original and much-needed light on our neglected and extraordinary lungs, at a most critical societal moment. He relates the history of oxygen on Earth and the evolutionary origins of breathing, and explores the

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healing power of breath and its spiritual potential. He explains in lay terms the links our lungs have with our immune system and with society at large. And he offers illuminating chronicles of pulmonary research and discovery—from Galen in the ancient world to pioneers of lung transplant—and poignant human stories of resilience and recovery—from the frantic attempts to engage his own son’s lungs at birth to patients he treats for cystic fibrosis today. Despite great advances in science, our lungs are ever more threatened. Asthma is more prevalent than ever; rising stress levels make our lungs vulnerable to disease; and COVID-19 has revealed that vulnerability in historic ways. In this time, *Breath Taking* offers inspiration and hope to millions whose lungs are affected and vital perspective to us all.

A Pocket Guide to Netherlands East Indies

Every other day we hear about new ways to put deep learning to good use: improved medical imaging, accurate credit card fraud detection, long range weather forecasting, and more. PyTorch puts these superpowers in your hands, providing a comfortable Python experience that gets you started quickly and then grows with you as you—and your deep learning skills—become more sophisticated. Deep Learning with PyTorch will make that journey engaging and fun. Summary Every other day we hear about new ways to put deep learning to good use: improved medical imaging, accurate credit card fraud detection, long range weather forecasting, and more. PyTorch puts these superpowers in your hands, providing a comfortable Python experience that gets you started quickly and then grows with you as you—and your deep learning skills—become more sophisticated. Deep Learning with PyTorch will make that journey engaging and fun. Foreword

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by Soumith Chintala, Cocreator of PyTorch. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the technology Although many deep learning tools use Python, the PyTorch library is truly Pythonic. Instantly familiar to anyone who knows PyData tools like NumPy and scikit-learn, PyTorch simplifies deep learning without sacrificing advanced features. It's excellent for building quick models, and it scales smoothly from laptop to enterprise. Because companies like Apple, Facebook, and JPMorgan Chase rely on PyTorch, it's a great skill to have as you expand your career options. It's easy to get started with PyTorch. It minimizes cognitive overhead without sacrificing the access to advanced features, meaning you can focus on what matters the most - building and training the latest and greatest deep learning models and contribute to making a dent in the world. PyTorch is also a snap to scale and extend, and it partners well with other Python tooling. PyTorch has been adopted by hundreds of deep learning practitioners and several first-class players like FAIR, OpenAI, FastAI and Purdue. About the book Deep Learning with PyTorch teaches you to create neural networks and deep learning systems with PyTorch. This practical book quickly gets you to work building a real-world example from scratch: a tumor image classifier. Along the way, it covers best practices for the entire DL pipeline, including the PyTorch Tensor API, loading data in Python, monitoring training, and visualizing results. After covering the basics, the book will take you on a journey through larger projects. The centerpiece of the book is a neural network designed for cancer detection. You'll discover ways for training networks with limited inputs and start processing data to get some results. You'll sift through the unreliable initial results and focus on how to diagnose and fix the problems in your neural network. Finally, you'll look at ways to improve your results by

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training with augmented data, make improvements to the model architecture, and perform other fine tuning. What's inside Training deep neural networks Implementing modules and loss functions Utilizing pretrained models from PyTorch Hub Exploring code samples in Jupyter Notebooks About the reader For Python programmers with an interest in machine learning. About the author Eli Stevens had roles from software engineer to CTO, and is currently working on machine learning in the self-driving-car industry. Luca Antiga is cofounder of an AI engineering company and an AI tech startup, as well as a former PyTorch contributor. Thomas Viehmann is a PyTorch core developer and machine learning trainer and consultant. consultant based in Munich, Germany and a PyTorch core developer. Table of Contents PART 1 - CORE PYTORCH 1 Introducing deep learning and the PyTorch Library 2 Pretrained networks 3 It starts with a tensor 4 Real-world data representation using tensors 5 The mechanics of learning 6 Using a neural network to fit the data 7 Telling birds from airplanes: Learning from images 8 Using convolutions to generalize PART 2 - LEARNING FROM IMAGES IN THE REAL WORLD: EARLY DETECTION OF LUNG CANCER 9 Using PyTorch to fight cancer 10 Combining data sources into a unified dataset 11 Training a classification model to detect suspected tumors 12 Improving training with metrics and augmentation 13 Using segmentation to find suspected nodules 14 End-to-end nodule analysis, and where to go next PART 3 - DEPLOYMENT 15 Deploying to production

Breath Taking

Recounts lessons the author learned through taking on challenging and unique opportunities, offering commentary on

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the inherent compatibility of adventure and the Christian life as well as love's ability to encourage and inspire action.

Mastering Private Equity

A fresh argument for rioting and looting as our most powerful tools for dismantling white supremacy. Looting--a crowd of people publicly, openly, and directly seizing goods--is one of the more extreme actions that can take place in the midst of social unrest. Even self-identified radicals distance themselves from looters, fearing that violent tactics reflect badly on the broader movement. But Vicky Osterweil argues that stealing goods and destroying property are direct, pragmatic strategies of wealth redistribution and improving life for the working class--not to mention the brazen messages these methods send to the police and the state. All our beliefs about the innate righteousness of property and ownership, Osterweil explains, are built on the history of anti-Black, anti-Indigenous oppression. From slave revolts to labor strikes to the modern-day movements for climate change, Black lives, and police abolition, Osterweil makes a convincing case for rioting and looting as weapons that bludgeon the status quo while uplifting the poor and marginalized. *In Defense of Looting* is a history of violent protest sparking social change, a compelling reframing of revolutionary activism, and a practical vision for a dramatically restructured society.

Slicing Pie

In *DEMAND: Giving People What They Love Before They Know They Want It* (Crown Business; October 2011), Adrian Slywotzky, named by *Industry Week* one of the world's six most influential management thinkers, provides a radically

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new way to think about demand, with a big idea and a host of practical applications—not just for people in business but also for social activists, governments leaders, non-profit managers, and other would-be innovators. They all need to master such ground-breaking concepts as the hassle map (and the secrets of fixing it); the curse of the incomplete product (and how to avoid it); why very good is magnetic; how what you don't see can make or break a product; the art of transforming fence sitters into customers; why there's no such thing as an average customer; and why real demand comes from a 45-degree angle of improvement (rather than the five degrees most organizations manage). From the Hardcover edition.

Starting Your Own Venture Investment Fund

This updated edition includes several new features, including:

- The Startup Valuation Explorer
- Expanded coverage of Valuation Methods
- Responding to investor questions about your valuation
- Understanding option pool impact on your valuation

For many early-stage entrepreneurs assigning a pre-money valuation to your startup is one of the more daunting tasks encountered during the fundraising quest. This guide provides a quick reference to all of the key topics around early-stage startup valuation and provides step-by-step examples for several valuation methods. This Founder's Pocket Guide helps startup founders learn:

- What a startup valuation is and when you need to start worrying about it.
- Key terms and definitions associated with valuation, such as pre-money, post-money, and dilution.
- How investors view the valuation task, and what their expectations are for early-stage companies.
- How the valuation fits with your target raise amount and resulting founder equity ownership.
- How

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to do the simple math for calculating valuation percentages. □ How to estimate your company valuation using several accepted methods. □ What accounting valuation methods are and why they are not well suited for early-stage startups.

Venture Capital Valuation, + Website

Slicing Pie outlines a simple process for making sure that the founders and early employees of a start-up company get their fair share of the equity. You will learn: How to value the time and resources an individual brings to the company relative to the contributions of others ; The right way to value intangible things like ideas and relationships ; What to do when a founder leaves your company ; How to handle equity when you have to fire someone. (4e de couv.).

The Book of Mormon

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 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

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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.

Venture Capital Due Diligence

This book reveals: * Where to find investors and the best approaches to win their support * What investors are really looking for but won't tell you * How to persuade banks, business angels, VCs and public funders * Insider tips for compiling material that satisfies investors * Little-known strategies that will boost your success

Founders at Work

If you are the founder of a high-tech startup company, you know it's a daunting task, and the odds of success are slim. All founders dream of achieving a rewarding outcome like Steve Jobs or Bill Gates, but few reach such a pinnacle. In *The Fundable Startup: How Disruptive Companies Attract Capital*, Fred M. Haney, an experienced venture capitalist, angel investor, and company founder, explains startup

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strategies that will help you: Understand the thinking of investors Build a "virtual team" Create initial value in a product or prototype Recruit management that will help you raise capital The Fundable Startup contains eight personal interviews with executives and entrepreneurs that will change the way founders think about managing a startup company. Understand the thinking of investors Build a "virtual team" Create initial value in a product or prototype Recruit management that will help you raise capital The Fundable Startup contains eight personal interviews with executives and entrepreneurs that will change the way founders think about managing a startup company.

Mastering the VC Game

Entrepreneurs who dream of building the next Amazon, Facebook, or Google can take advantage of one of the most powerful economic engines the world has ever known: venture capital. To do so, you need to woo, impress, and persuade venture capitalists to take a risk on an unproven idea. That task is challenge enough. But choosing the right investor can be harder still. Even if you manage to get backing, you want your VC to be a partner, not some adversary who will undermine your vision in order to make a quick return. Jeffrey Busgang is one of a few people who have played on both sides of this high-stakes game. By his early thirties, he had helped build two successful start-ups- one went public, the other was acquired. Now he draws on his experience and unique perspective on the "other side" as a venture capitalist helping entrepreneurs bring their dreams to fruition. Busgang offers detailed insights, colorful stories, and practical advice gathered from his own experience as well as from interviews with dozens of the most successful

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players on both sides of the game, including Twitter's Jack Dorsey and LinkedIn's Reid Hoffman. He reveals how to get noticed, perfect a pitch, and negotiate a partnership that works for everyone. An insider's guide to the secrets of the world venture capital, Mastering the VC Game will prove invaluable for entrepreneurs seeking capital and successful partnerships.

The Road to Wigan Pier

Integrated Generosity by Mark Trewitt combines the power of truths in the Bible and stewardship with the reality of modern money managing and biblically angled philanthropy.

Integrated Generosity is an easy read that will motivate and educate readers, focusing on family values and charitable giving. Integrated Generosity is a must-read for Christian families wanting to learn more about stewardship and learn the best practices for personal and business finances. Would you like to be able to give back more to charity? Can your current giving level continue after you have died? Estate taxes are one hundred percent voluntary. Would you like the financial freedom to donate more than ten percent to charity per year? Are your tax dollars are being used to support causes in conflict with your family's values and beliefs?

Founder's Pocket Guide: Cap Tables

The first book to offer a comprehensive framework for conducting the venture capital due diligence process Venture capitalists and other professional investors use due diligence to uncover all of the critical aspects of a company in which they are considering investing in an attempt to estimate the ROI of this decision. The state of the market, management

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expertise within the firm, legal concerns, location, and environmental issues are just a few of the factors investors include in their due diligence analyses. This book is the only guide to provide investors with a rigorous due diligence framework that can be customized to fit the practice of the firm. The book provides readers with a clear and complete understanding of the due diligence process and formalizes the process for the VC community. The book is structured around key criteria presented in the form of questions. Each question is followed by in-depth explanations and analyses that incorporate the best practices of today's top VCs, including John Doerr, Don Valentine, Kevin Fong, and Ann Winblad.

The Startup Funding Book

The goal of this guide is to help you understand the key moving parts of a startup cap table, review typical cap table inputs, and demystify terminology and jargon associated with cap table discussions. Along the way, this highly visual guide provides easy-to-follow examples for the most common calculations related to cap table building. Expanding on these key skills every startup founder should know, this Founder's Pocket Guide helps you learn how to:

- Build your basic cap table step by step, including founder's shares, option pools, angel investor rounds, and VC rounds.
- Decipher cap table specific lingo, such as fully-diluted shares outstanding, preferred shares vs. common shares, Series A, Series B, and so on.
- Establish a stock option pool in your cap table and understand the option pool effect on founder dilution.
- Understand the simple math behind cap table formulas and calculations, including calculating fully diluted shares outstanding, investor equity ownership percentages, and

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share price.

In Defense of Looting

This book is a how-to-guide on how you can get starting raising, managing, and investing from your own venture investment fund.

Crack the Funding Code

« This is a must read for every B2B entrepreneur, SaaS creator or consultant and business school student. It's the kind of book you don't read once, you go back to it on a regular basis. » - Carmen Gereá, CEO & Co-founder, UsabilityChefs

Lean B2B helps entrepreneurs and innovators quickly find traction in the enterprise. Packed with more than 20 case studies and used by thousands around the world, Lean B2B consolidates the best thinking around Business- to-Business (B2B) customer development to help entrepreneurs and innovators focus on the right things each step of the way, leaving as little as possible to luck. The book helps:

- Assess the market potential of opportunities to find the right opportunity for your team
- Find early adopters, quickly establish credibility and convince business stakeholders to work with you
- Find and prioritize business problems in corporations and identify the stakeholders with the power to influence a purchase decision
- Create a minimum viable product and a compelling offer, validate a solution and evaluate whether your team has found product-market fit
- Identify and avoid common challenges faced by entrepreneurs and learn ninja techniques to speed up product-market validation

« The book will pay itself off in the first couple of pages! » - Ben Sardella, Co-Founder, Datanyze

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★★★★ 86% of Readers Rated it 5-Stars ★★★★★ « Treat this book like a map to show you where you are and a compass to show you the direction. I wish I could have read it 2 or 3 years ago. » - Jonathan Gebauer, Founder, exploreB2B « Lean B2B is filled with rock-solid advice for technology entrepreneurs who want a rapid-growth trajectory. Read it to increase your certainty and your success rate. » - Jill Konrath, Author of AGILE SELLING and Selling to Big Companies « Probably the most slept on book in the Lean startup market right now. There is no sugarcoating here. Garbugli tells you exactly what needs to happen and how to make it happen literally holds your hand and spells it out. I was really impressed with the overall depth and advice presented. » - AJ, B2B Entrepreneur « The book I read of which I have learned the most. » - Etienne Thouin, Founder and CTO, SQLNext Software « This book is essential reading for would-be entrepreneurs who face the daunting task of entering B2B markets. » - Paul Gillin, Co-Author, Social Marketing to the Business Customer

RV Capital of the World

The definitive guide to private equity for investors and finance professionals Mastering Private Equity was written with a professional audience in mind and provides a valuable and unique reference for investors, finance professionals, students and business owners looking to engage with private equity firms or invest in private equity funds. From deal sourcing to exit, LBOs to responsible investing, operational value creation to risk management, the book systematically distills the essence of private equity into core concepts and explains in detail the dynamics of venture capital, growth equity and buyout transactions. With a foreword by Henry

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Kravis, Co-Chairman and Co-CEO of KKR, and special guest comments by senior PE professionals. This book combines insights from leading academics and practitioners and was carefully structured to offer: A clear and concise reference for the industry expert A step-by-step guide for students and casual observers of the industry A theoretical companion to the INSEAD case book Private Equity in Action: Case Studies from Developed and Emerging Markets Features guest comments by senior PE professionals from the firms listed below: Abraaj □ Adams Street Partners □ Apax Partners □ Baring PE Asia □ Bridgepoint □ The Carlyle Group □ Coller Capital □ Debevoise & Plimpton LLP □ FMO □ Foundry Group □ Freshfields Bruckhaus Deringer □ General Atlantic □ ILPA □ Intermediate Capital Group □ KKR Capstone □ LPEQ □ Maxeda □ Navis Capital □ Northleaf Capital □ Oaktree Capital □ Partners Group □ Permira □ Terra Firma

The Anarchist Cookbook

Time spent with the family in a Coachmen Leprechaun or a Holiday Rambler is unforgettable. Indiana retains a unique place in the RV industry going back to the 1930s, when pioneering individuals like Milo Miller, Harold Platt and Wilbur Schult created the original RV businesses in the Elkhart-South Bend area, making campers for sale. By the end of World War II, the national media was identifying Elkhart as the "Trailer Capital of the World." That status has been reinforced ever since, and the industry is still thriving in Indiana with the successes of Thor Industries and Forest River. Join author and RV expert Al Hesselbart as he chronicles how the Hoosier State became the RV Capital of the World.

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Lost and Founder

Profiles of 150 successful fund managers, traders, analysts, economists, and investment experts offer advice, techniques, and ideas to increase returns and control risks in investing. Some of the areas of specialty discussed include international markets and capital flows, company valuation, liquidi

Sarabella's Thinking Cap

Two years in MBA school won't teach you how to double the market's return. Two hours with *The Little Book That Beats the Market* will. In *The Little Book*, Joel Greenblatt, Founder and Managing Partner at Gotham Capital (with average annualized returns of 40% for over 20 years), does more than simply set out the basic principles for successful stock market investing. He provides a "magic formula" that is easy to use and makes buying good companies at bargain prices automatic. Though the formula has been extensively tested and is a breakthrough in the academic and professional world, Greenblatt explains it using 6th grade math, plain language and humor. You'll learn how to use this low risk method to beat the market and professional managers by a wide margin. You'll also learn how to view the stock market, why success eludes almost all individual and professional investors, and why the formula will continue to work even after everyone "knows" it.

The Global-Investor Book of Investing Rules

All start-up businesses must be founded on product expertise, a grasp of digitisation, and being aware of market forces. Tech start-ups also need a unique understanding of

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accounting to succeed, knowledge which is required to power their more innovative business models, and the ways of working that drive technology-based businesses. Unlike traditional accounting manuals or those aimed more generally at small business operators, Financial Management for Technology Start-Ups concentrates on what is important in financial terms for technology-based and innovation focused entrepreneurial businesses. Featuring a simple yet effective 'Start-Up Financial Control Loop' and 'Tech Start-Up Tracker,' Financial Management for Technology Start-Ups offers a complete and must-have financial toolkit for launching and managing a tech start-up. The book covers all relevant facets of accounting and finance not covered by any other publication by using straight-forward language, extensive practical illustrations and case studies to demonstrate the financial understanding that has become essential to technology and innovation-based start-ups.

High Growth Handbook

In Venture Capital and the Finance of Innovation, future and current venture capitalists will find a useful guide to the principles of finance and the financial models that underlie venture capital decisions. Assuming no knowledge beyond concepts covered in first-year MBA course, the text serves as an innovative model for the valuation of start ups, and will familiarise you with the relationship between risk and return in venture capital, historical statistics on the performance of venture capital investments, total and partial valuation--and more.

Love Does

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The Anarchist Cookbook will shock, it will disturb, it will provoke. It places in historical perspective an era when "Turn on, Burn down, Blow up" are revolutionary slogans of the day. Says the author "This book is not written for the members of fringe political groups, such as the Weatherman, or The Minutemen. Those radical groups don't need this book. They already know everything that's in here. If the real people of America, the silent majority, are going to survive, they must educate themselves. That is the purpose of this book." In what the author considers a survival guide, there is explicit information on the uses and effects of drugs, ranging from pot to heroin to peanuts. There i detailed advice concerning electronics, sabotage, and surveillance, with data on everything from bugs to scramblers. There is a comprehensive chapter on natural, non-lethal, and lethal weapons, running the gamut from cattle prods to sub-machine guns to bows and arrows.

The Art of Startup Fundraising

Alcoholics Anonymous (also known as the Big Book in recovery circles) sets forth cornerstone concepts of recovery from alcoholism and tells the stories of men and women who have overcome the disease. The fourth edition includes twenty-four new stories that provide contemporary sharing for newcomers seeking recovery from alcoholism in A.A. during the early years of the 21st century. Sixteen stories are retained from the third edition, including the "Pioneers of A.A." section, which helps the reader remain linked to A.A.'s historic roots, and shows how early members applied this simple but profound program that helps alcoholics get sober today. Approximately 21 million copies of the first three editions of "Alcoholics Anonymous" have been distributed. It

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is expected that the new fourth edition will play its part in passing on A.A.'s basic message of recovery. This fourth edition has been approved by the General Service Conference of Alcoholics Anonymous, in the hope that many more may be led toward recovery by reading its explanation of the A.A. program and its varied examples of personal experiences which demonstrate that the A.A. program works.

Commentaries on the Laws of England

Venture Capital For Dummies

Venture Capital and the Finance of Innovation, 2nd Edition

Imagine selling \$2 million "worth" of Google stock and only receiving \$50 in return? This scenario happens every day for venture-backed companies. Failure to quickly understand high-growth company valuation can cost trillions of dollars. Yet very few leaders involved in a venture-backed company have a definitive understanding of how valuation techniques are being applied to their financial statements and the decision-making process. Featuring extensive case studies of high-profile corporations, including Facebook, Twitter, and Microsoft, *Venture Capital Valuation* provides the knowledge and techniques necessary to understand and value high-growth companies. Sharing his twenty-year track record helping thousands of investors, practitioners, and entrepreneurs measure and realize high-growth venture, author Lorenzo Carver draws on real-world cases from investors, founders, and advisors to illustrate how each

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corporation was impacted by valuations. By putting these techniques into a context and framework, Venture Capital Valuation simplifies them so that anyone founding, running, and investing in these innovative companies can apply them immediately. Featuring a companion website where readers can access and download additional case study material, as well as different valuation materials mentioned throughout the text, Venture Capital Valuation explores: Why what you don't know about valuation will cost you money How VCs, angels, founders, and employees give up investment cash flow every day Facebook at \$80 billion valuation versus Enron at \$80 billion valuation Deal terms, waterfalls, and the pre-money myth Whether venture-backed companies should even consider a discounted cash flow (DCF) model Separating enterprise value from the allocation of that value Valuing total equity Using Future Value (FV) and Present Value (PV) to value future cash flows today Why applying the typical DCF model to a venture-backed company hardly ever works "Enterprise Value" + "Allocation Methods" = Value Destruction Undervaluing companies and overvaluing employee options Why you should D.O.W.T. (doubt) venture capital returns 409A valuation professionals discussing topic 820 (FAS 157) with VC CFOs An invaluable resource for anyone who wants to make the most out of their investments, Venture Capital Valuation shows business appraisers and venture capitalists how to maximize their returns and avoid losing money before the damage becomes irreparable.

Deep Learning with PyTorch

Founder's Pocket Guide: Startup Valuation

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Rand Fishkin, the founder and former CEO of Moz, reveals how traditional Silicon Valley "wisdom" leads far too many startups astray, with the transparency and humor that his hundreds of thousands of blog readers have come to love. Everyone knows how a startup story is supposed to go: A young, brilliant entrepreneur has a cool idea, drops out of college, defies the doubters, overcomes all odds, makes billions, and becomes the envy of the technology world. This is not that story. It's not that things went badly for Rand Fishkin; they just weren't quite so Zuckerberg-esque. His company, Moz, maker of marketing software, is now a \$45 million/year business, and he's one of the world's leading experts on SEO. But his business and reputation took fifteen years to grow, and his startup began not in a Harvard dorm room but as a mother-and-son family business that fell deeply into debt. Now Fishkin pulls back the curtain on tech startup mythology, exposing the ups and downs of startup life that most CEOs would rather keep secret. For instance: A minimally viable product can be destructive if you launch at the wrong moment. Growth hacking may be the buzzword du jour, but initiatives can fizzle quickly. Revenue and growth won't protect you from layoffs. And venture capital always comes with strings attached. Fishkin's hard-won lessons are applicable to any kind of business environment. Up or down the chain of command, at both early stage startups and mature companies, whether your trajectory is riding high or down in the dumps: this book can help solve your problems, and make you feel less alone for having them.

Term Sheets & Valuations

The Road to Wigan Pier is Orwell's 1937 study of poverty and working-class life in northern England.

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