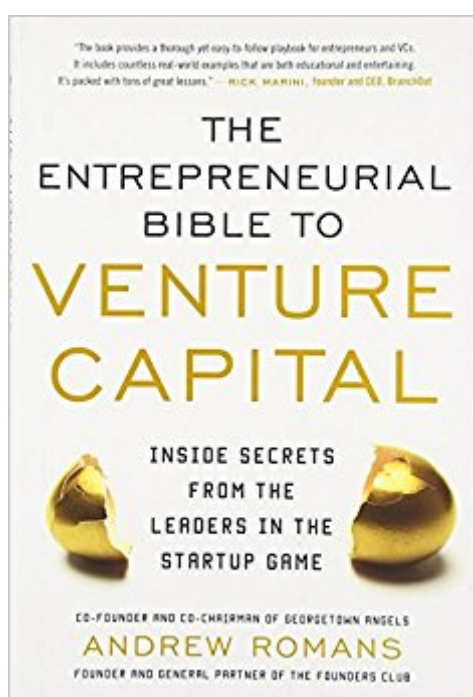


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# THE ENTREPRENEURIAL BIBLE TO VENTURE CAPITAL: Inside Secrets From The Leaders In The Startup Game (Business Books)



## Synopsis

40 leading venture capitalists come together to teach entrepreneurs how to succeed with their startup. The Entrepreneurial Bible to Venture Capital is packed with invaluable advice about how to raise angel and venture capital funding, how to build value in a startup, and how to exit a company with maximum value for both founders and investors. It guides entrepreneurs through every step in an entrepreneurial venture from the legalities of raising initial capital to knowing when to change tactics. Andrew Romans is the co-founder and general partner of Rubicon Venture Capital, a venture capital fund that invests in privately held technology companies and enables its investors to co-invest along side the fund on a deal-by-deal basis via innovative sidecar funds right up to IPO or M&A exit.

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## Customer Reviews

The best book on venture capital yet written. After you get past Mr. Romans chest-pounding exercises (the first couple of chapters are egregious, but he recovers quickly) this book is more thorough, covers more topics, and is more specifically useful than any other. The guest chapters are also excellent. Jeff Busgang's book is better as "what do VCs really do / day in the life" and Tom Perkins & Tim Draper's books are interesting stories & histories but Mr. Romans book is the most practical book on VC for startups yet written. If you have to pick just one, this is it. (PS - I am a Silicon Valley VC and was a startup CEO for 12 years before that.)

I have spent hundreds if not thousands of hours explaining the VC/PE ecosystem covered in this

book to wood-be entrepreneurs. Although there are business degrees with emphasis in entrepreneurship, many don't touch on the realities of the venture game. It is a game of timing, technology, team, and luck. This book covers every aspect of the startup in a way that isn't clinical or trite from some brief history of the VC world and then driving through the stages of a startup from formation to exit. With bing or google at your side to drill deeper on any topics that interest you and this book, you are well armed to venture into the startup game. The venture capital and private equity world are made up (in most part) of very smart people with a passion to build companies and create something from nothing. As an X-rocket scientist I understand that passion to build something. Whether you are a student, executive or entrepreneur, you need to understand what is happening in your market today, what are VCs backing, where are the trends. You must be the expert in the niche you are trying to address and be able to tell a compelling story. The VCs do have a firm belief in exactly what is in the crystal ball, they may not be always right, but they have a belief and you need to know what this is. This book gives you all the background you need to be successful in telling that story. It is not a template but provides guidance and lessons learned from real world experiences. Knowing Andrew for several years, he brings a colorful, concise and story-telling style to the history, methods and process for working in the VC/PE world. This book with a few blogs and other resources will provide a solid foundation for any entrepreneur.

While there are some tidbits of useful information, this book is mostly a jumbled mess with no structure or organization. It reads like a book made out of cut and pasted blog paragraphs with random, tenuously related example "stories" from the author's network. There are also enough instances of opinion presented as fact to call into question the book as a whole. For a broad but detailed understanding of venture capital, I'd recommend reading "Venture Deals - Be Smarter than your Lawyer and Venture Capitalist" twice before reading this book once.

Andrew Romans is one of the rising stars of the VC scene in the Bay Area. He brings together the best VCs and founders to create a community which will yield the best startups of tomorrow. He thinks systematically about the whole ecosystem, from founders' vision to finance to legal aspects to people capital. His Founders Club and Georgetown Angels groups are examples of the venues where great things happen and the total becomes much larger -- sometimes exponentially larger -- than the sum of the parts. As a founder, I find Andrew's book immensely valuable. If you have an idea but also can implement it, armed with Andrew's book and nothing else, you can begin to discover your company outlines. You will receive a very practical advice on how capital works for

you. If you are a VC, you get a great overview of the best practices and will find a common ground to connect with the right founders, likely those who read the book too. From now on, this is indeed the Startup Bible to use as a starting point in your new adventure. Good luck, and I hope you become the next success chapter in the book!

This book is a must-read for those aspiring to a career in venture capital, as well as entrepreneurs seeking to raise venture capital. Being familiar with V.C., as well as an entrepreneur for past 15+ years, I was blown away at how clear Andrew made me understand the V.C. mindset. Using the top 40 venture capitalists stories and insights made this the best book I've read on Venture Capital. Highlights: Venture Debt Practical Ideas and Advice on Raising VC Funding Do we Need all these Lawyers? Which Way to Exit The Entrepreneurial Bible to Venture Capital is filled with an amazing wealth of information. Whether you are an angel investor, VC, entrepreneur, or want to know a lot more about venture capital, this book is for you. Thanks Andrew!

This book is different from most others, in that it provides real insight into the VC world through the use of anecdotes. Couple that with tons of factual information and you've got a very valuable book. As an entrepreneur, it has helped me on subjects such as what to look for when selecting the best venture capitalists, how to build a good board, and what the other side of the table (the VC) is truly looking for.

With little background in Venture Capital, I was asked to read this book for a class in my MBA program. It was very straight forward and kept me engaged the entire time. I would highly recommend this to anyone interested in this field or even just some extra knowledge in venture capital.

Very well written book, easy to read, packed with examples from gurus of VC as well as personal experiences of author. Andrew well described the process, tricks and gave tons of advice how to attract angels, VCs to successfully fund your start-up. Even written in USA and based on US experiences most of the examples and advices are valid in other economies (like Central Europe from where I am coming from) too.

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