



Raising Capital

David E. Vance

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Most small businesses cite lack of capital is a major constraint on growth. "Raising Capital" focuses on non-bank sources of capital since banks only lend to companies that fit a very narrow profile. The topics covered include: (i) capital sources entrepreneurs can tap when they are too small or unusual for banks, (ii) angel investors and venture capital, (iii) where to look for angels, venture capitalists and other capital sources, (iv) how to pitch your company and close the deal, (v) deal terms and issues that arise when negotiating a deal, (vi) going public through an IPO or little known small public offerings, (viii) asset based lenders, and (ix) other financing vehicles including: bond, commercial paper, PIPEs and securitization. The scope of the book ranges from capital for entrepreneurs who have little more than an idea, to capital for top rated companies.

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