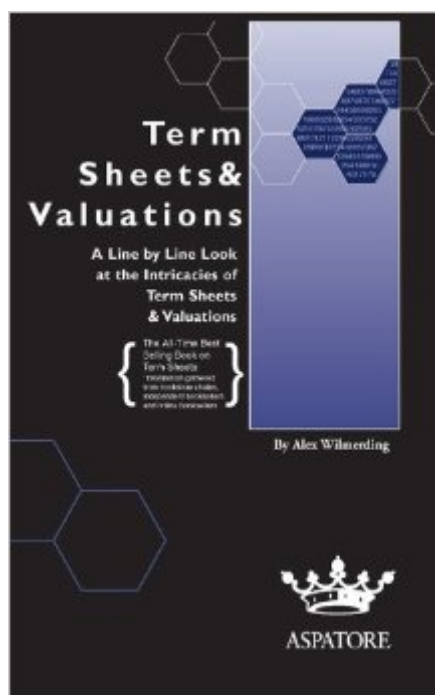


The book was found

# Term Sheets & Valuations: A Line By Line Look At The Intricacies Of Term Sheets & Valuations (Bigwig Briefs)



## Synopsis

Term Sheets & Valuations is the first ever in-depth look at the nuts and bolts of terms sheets and valuations. The book, written by leading venture capitalist Alexander Wilmerding of Boston Capital Ventures, covers topics such as What is a Term Sheet, How to Examine a Term Sheet, A Section-by-Section View of a Term Sheet, Valuations, What Every Entrepreneur & Executive Needs to Know About Term Sheets, Valuation Parameters, and East Coast Versus West Coast Rules. In addition, the book includes an actual term sheet from a leading law firm with line by line descriptions of each clause, what can/should be negotiated, and the important points to pay attention to. A must have book for any executive, entrepreneur, or financial professional. Praise for Term Sheets & Valuations: "This primer should be required reading for every entrepreneur. It is short, authoritative and worth its weight in gold." - Murray Low, Executive Director, Columbia Business School, Eugene M. Lang Center for Entrepreneurship "An invaluable resource for executives and financial professionals." - Graham D.S. Anderson, General Partner, EuclidSR Partners "A valuable resource for entrepreneurs..." - Jeffrey Donohue, Esq.

## Book Information

File Size: 489 KB

Print Length: 106 pages

Publisher: West (June 21, 2009)

Publication Date: June 21, 2009

Sold by: Digital Services LLC

Language: English

ASIN: B003XYERWM

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #85,954 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #19 in Books > Business & Money > Finance > Corporate Finance > Venture Capital #24 in Kindle Store > Kindle eBooks > Business & Money > Accounting > Financial #90 in Kindle Store > Kindle eBooks > Business & Money > Entrepreneurship & Small Business > Small Business

## Customer Reviews

After having this book referred to me by about 7 of my venture capital friends I decided to take a look. Well, I was very impressed as this is the first venture capital book I have seen to provide a true insider's perspective. This book literally tells you exactly the wording you need to use to make the section applicable to you - whether you are a: Venture Capitalist Entrepreneur Lawyer Etc. Look at the below section and the detail it provides (you should note the book itself goes on to explain what this entire section means and what each section specifically does):

(4) Conversion: [Investor Favorable, Middle of the Road and Company Favorable are the same.] The holders of the Series [A] Preferred shall have the right to convert the Series [A] Preferred, at any time, into shares of Common Stock. The initial conversion rate shall be 1:1, subject to adjustment as provided below.

(5) Automatic Conversion: Investor Favorable: The Series [A] Preferred shall be automatically converted into Common Stock, at the then applicable conversion price, (i) in the event that the holders of at least two thirds of the outstanding Series [A] Preferred consent to such conversion or (ii) upon the closing of a firmly underwritten public offering of shares of Common Stock of the Company at a per share price not less than [3 times the Original Purchase Price] per share and for a total offering with net proceeds to the Company of not less than \$40 million (a "Qualified IPO").

[Download to continue reading...](#)

Term Sheets & Valuations: A Line by Line Look at the Intricacies of Term Sheets & Valuations (Bigwig Briefs) Term Sheets & Valuations - A Line by Line Look at the Intricacies of Term Sheets & Valuations (Bigwig Briefs) Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) Casenotes Legal Briefs: Contracts Keyed to Calamari, Perillo, Bender & Brown, 6th Edition (Casenote Legal Briefs) Biotechnology Venture Capital Valuations: Leading VCs on Deal Structures, Negotiations, and Best Practices for Current and Future Rounds of Financing (Inside the Minds) Linux: Linux Command Line - A Complete Introduction To The Linux Operating System And Command Line (With Pics) (Unix, Linux kernel, Linux command line, ... CSS, C++, Java, PHP, Excel, code) (Volume 1) Blank Piano Sheets: Treble Clef And Bass Clef Empty 12 Staff, Manuscript Sheets Notation Paper For Composing For Musicians, Teachers, Students, Songwriting. Book Notebook Journal 100 Pages Blank Music Sheets For Kids: Music City Large, Empty Staff, Manuscript Sheets Notation Paper For Composing For Musicians, Students, Songwriting. Book Notebook Journal 100 Pages 8.5x11 Geometry of Design, Revised and Updated (Design Briefs) Digital Fabrications: Architectural and Material Techniques (Architecture Briefs) Type on Screen: A Critical Guide for Designers, Writers, Developers, and Students (Design Briefs) Grid Systems: Principles of Organizing Type (Design Briefs) Interactive Architecture: Adaptive World (Architecture Briefs) Casenote Legal Briefs:

Constitutional Law, Keyed to Stone, Seidman, Sunstein, Tushnet, & Karlan, Seventh Edition  
Casenote Legal Briefs: Civil Procedure, Keyed to Marcus, Redish, Sherman, and Pfander, Sixth  
Edition Casenote Legal Briefs: Evidence, Keyed to Fisher, Third Edition Ethics for Architects: 50  
Dilemmas of Professional Practice (Architecture Briefs) Real Estate: Nelson Whitman Burkhart &  
Freyermuth 8e (Casenote Legal Briefs) Visual Grammar (Design Briefs) Tactical Urbanism:  
Short-term Action for Long-term Change

[Dmca](#)