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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 ...

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Term Sheets and Valuations provides information on term sheets and valuations. It covers topics such as defining and examining a term sheet, valuations, and East Coast and West Coast rules. In addition, it includes an actual term sheet from a leading legal firm with line-by-line descriptions of each clause; a discussion of what can and should be negotiated; and an explanation of the most ...

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Term Sheets and Valuations analyzes the finer details of VC term sheets within a framework of what are "investor favorable", "middle-of-the-road", or "company favorable" elements. While this format is helpful, the excerpts are sometimes a bit hard to follow.

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Term sheets are not binding (unless they specifically say so) except for the exclusivity provision which restricts founders from negotiating with other investors for a certain period (usually 30-60 days) after signing the term sheet. The term sheet is followed by a more detailed shareholders agreement which is binding and enforceable.

**Term Sheets 101: A beginner's guide to VC term sheets**

Valuation is arguably the most important component of the term sheet. A poor valuation can ruin a deal even if all other terms are in your favor. However, the inverse isn't necessarily true. A great valuation doesn't always outweigh unfavorable terms elsewhere on the term sheet.

**Term Sheets: The Definitive Guide for Entrepreneurs**

The term sheet includes line by line descriptions of the correct wording for "entrepreneur favorable," "investor favorable" and "neutral," originally written by a lawyer specializing in term...

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Term Sheet Overview. A term sheet is a written document the parties exchange containing the important terms and conditions of the deal. The document summarizes the main points of the deal agreements and sorts out the differences before actually executing the legal agreements and starting off with the time-consuming due diligence.

**Term Sheet Guide - The Most Important Terms, Clauses, Examples**

The term sheet includes line by line descriptions of the correct wording for "entrepreneur favorable," "investor favorable" and "neutral," originally written by a lawyer specializing in term sheets, with commentary by the author (a venture capitalist at Boston Capital Ventures) on descriptions of each clause, what can/should be negotiated, and the important points to pay attention to.

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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 venture capitalist, executive, entrepreneur, lawyer or financial professional. Customers Who Bought This Item Also Bought

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