



Venture Capital Exit Strategies: Leading VCs on Exit Strategies for Entrepreneurs & Management Teams Including M&A, IPOs and Other Options (Inside the Minds Series)

Alex Wilmerding

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Inside the Minds: Venture Capital Exit Strategies is an authoritative, insider's perspective on the ways in which VCs, Entrepreneurs, and other investors look to capitalize on exiting a venture-backed company. From the ideal scenarios such as an M&A deal or IPO, to the essential processes around any final transaction, this book covers all possibilities for exiting a deal and the critical components that anyone involved cannot afford to overlook. Featuring Managing Directors, Senior Partners, and the like, representing some of the world's top venture capital firms, this book provides a broad, yet comprehensive overview of the ins and outs of exiting a deal, offering proven strategies for valuing a company, pursuing a buyer, and handling negotiations. From the steps involved in taking a private venture public, to the inner-workings of a leveraged buy out, authors articulate the finer points around exiting now, and what will hold true into the future. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great minds powering the venture world, as experts offer up their thoughts around the keys to success within this facet of venture capital - where investing, strategizing, and deal making intersect.

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