

“When I became a VC, I wanted to provide a lot of those lessons, the lessons I had learned as a startup entrepreneur, to new entrepreneurs and help them avoid the mistakes I made. And there were many.”

– Jeff Busgang

EXITING THE COMPANY:

Venture capitalists care a lot about the exit because they have investors as well, but they might not always care which way it occurs. Typically, exits can occur in two ways: mergers and acquisitions or IPOs (Initial Public Offerings). As an entrepreneur, make sure you have an idea of how you’d like to see an exit take place.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you’ve learned from this module?

Questions for you, the entrepreneur

1. How do I want an exit to occur in my company?
2. Do I want to be acquired? If so, which companies would be good cultural and strategic fits?
3. If acquired, how long would I like to stick around in the company?
4. How can I prepare for an exit without needing one?

Questions for the team

1. How do our founders think about exiting the company? What would this mean for me and my job or role?

Readings

Notes:

Founder Genius

Notes:

Other Related

Notes:

Tools

Notes: