

“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 Bussgang

NEGOTIATING THE DEAL:

Just as a venture capital firm is doing due diligence on you, don't be afraid to do some due diligence on them. Check to make sure they're the right fit, and try to make sure they're a team that hangs in there—through the highs and the lows.

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. Do the VC firms I'm interested in stick by their entrepreneurs through the highs and lows?
2. What entrepreneurs or industry specialists can I talk to to get a well-rounded perspective of the VC firms I'm interested in?
3. What is the VC firm's long-term view of my management and leadership teams? Does it align with my vision?
4. What is my preferred exit option?
5. In the term sheet, who is maintaining control (taking on investment capital, composition of the board, who gets to fire the CEO)?
6. In the term sheet, how do the economics play out (pre-money valuation, option pool, etc)?

<p style="text-align: center;">Readings</p> <p>Notes:</p>	<p style="text-align: center;">Founder Genius</p> <p>Notes:</p>
<p style="text-align: center;">Other Related</p> <p>Notes:</p>	<p style="text-align: center;">Tools</p> <p>Notes:</p>