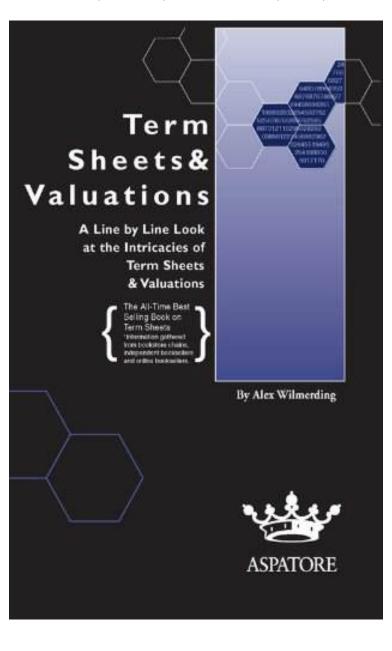
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11 of 11 review helpful Good Content Bad Format By P Scott Pope Term Sheets and Valuations analyzes the finer details of VC term sheets within a framework of what are investor favorable middle of the road or company favorable elements While this format is helpful the excerpts are sometimes a bit hard to follow Not being an attorney I found this a somewhat arduous read especially for such a short book 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 addit 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 resou

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