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Titolo	Raising Capital [[electronic resource] /] / by David E. Vance
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Descrizione fisica	1 online resource (392 p.)
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Soggetti	Entrepreneurship Macroeconomics Economics Management science Macroeconomics/Monetary Economics//Financial Economics Economics, general
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 364) and index.
Nota di contenuto	Risk, Reward, Size and Time to Exit -- Self-Help, the Entrepreneur's Sources -- Banks -- Small Business Administration -- Asset Based Lenders and Factors -- Business Models, Business Plans -- Angel Investors -- Venture Capital -- Structuring the Deal -- The Pitch: Landing the Investor -- Securities Regulation -- Public Offerings -- Small Public Offerings -- Small Business Investment Companies -- Internal Sources of Cash -- Bonds -- Commercial Paper -- Other Financing Vehicles.
Sommario/riassunto	Most small businesses cite lack of capital is a major constraint on growth. Raising Capital focuses on non-bank sources of capital since banks only lend to companies that fit a very narrow profile. The topics covered include: (i) capital sources entrepreneurs can tap when they are too small or unusual for banks, (ii) angel investors and venture capital, (iii) where to look for angels, venture capitalists and other capital sources, (iv) how to pitch your company and close the deal, (v) deal terms and issues that arise when negotiating a deal, (vi) going public

through an IPO or little known small public offerings, (viii) asset based lenders, and (ix) other financing vehicles including: bond, commercial paper, PIPEs and securitization. The scope of the book ranges from capital for entrepreneurs who have little more than an idea, to capital for top rated companies. "Raising Capital is the most comprehensive guide to navigating the private and public sources of capital on the market today. It is a must read for serious business professionals." Zack Bowen, Director Institutional Equity Sales Avondale Partners LLC.

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