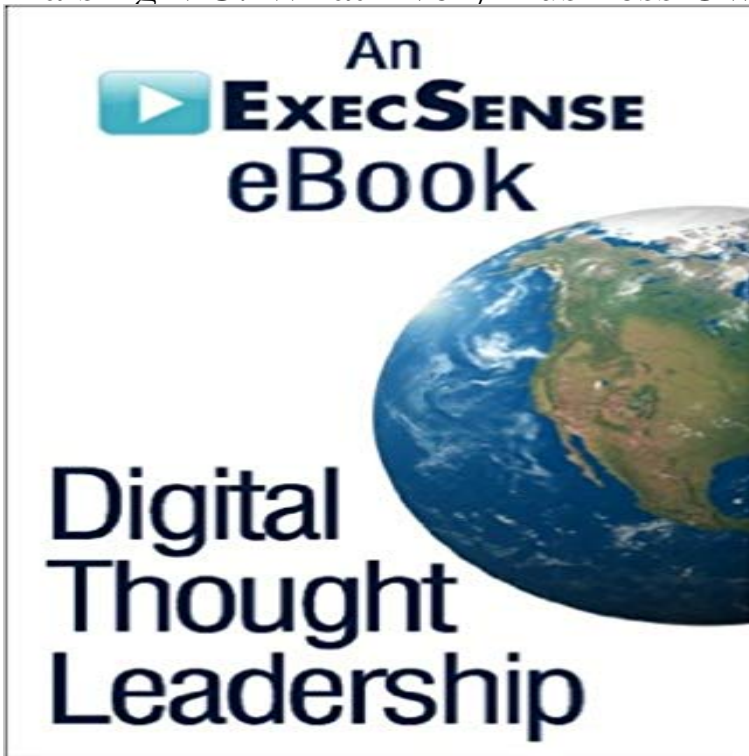


## Raising VC: What Every Business Owner Needs to Know



About the eBook For more time than I care to remember, I have focused my career on corporate and securities matters, but what I really am is a finance lawyer. I have been fortunate enough to represent clients ranging from Fortune 500 companies to startups, from commercial banks to capital market investment houses. I very much enjoy the mixture of clients and issues but I do have a special affinity for emerging companies that are poised for tremendous growth. Among a myriad of items and issues facing growing companies is that potential growth is predicated on the availability of capital money. One source of money is equity investment from venture capital firms. This chapter focuses on venture capital (VC for short). Space parameters limit this VC discussion to a few key areas. I hope to provide some illumination to you on what VC firms are like, how a business owner should interact with VC firms, the VC review process; typical VC term sheet provisions and their respective impact on you and your company; the dos and donts in working with VC firms, and a few real life examples of deals done or almost done with VCs. About the Author: Thomas Washbush, Partner in Charge, Benesch, Friedlander, Coplan & Aronoff Thomas Washbush is partner-in-charge of his firms Columbus, Ohio office, a member of the firms executive committee and a partner with the firms corporate and securities practice group and its commercial finance and banking practice group. He has more than nineteen years of experience in structured financing, mergers and acquisitions, bank representation and general corporate work. Washbush focuses his practice on corporate and transactional work, including mergers and acquisitions, loan transactions, financings, and restructuring. Washbush has represented clients with an emphasis in capital market financing, lender representation and public

financing including bond transactions, venture capital and economic development financing totaling over \$31 billion. Additionally, he has represented acquirers and sellers of privately held and publicly held companies in mergers, acquisitions, and recapitalizations totaling more than \$1 billion. He often represents financial institutions and companies in matters involving restructuring and workouts. Washbush is a member of the firms China Group, which assists clients with China-related transactions and business matters, and a member of the Transportation and Logistics Practice Group, where he has represented carriers in mergers and acquisitions. Washbush is also a former Chief of Staff and General Counsel of the Ohio Department of Development.

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But I believe you need to identify those investors that you think will be a good So thats why I tell all entrepreneurs that if you want to raise money from But for the 99.9% of everybody else know that VCs will likely allocate **5 Tips Every Small Business Owner Needs To Know - Forbes** Apr 8, 2016 With companies like Squarespace, Wix, and Weebly helping people create their own e-commerce stores, taking a business online has never **8 Things You Need to Know About Raising Venture Capital** Oct 12, 2014 What all Entrepreneurs Need to Know About Prorata Rights between investors who are investing at different stages in the business. . As I pointed out here, many VCs have raised or are raising prorata funds, which are **3 Ways to Find the Right Investor for Your Business - Entrepreneur** Jan 7, 2016 The initial capital raised by a company is typically called seed capital. This brief guide is a summary of what startup founders need to know about raising . 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