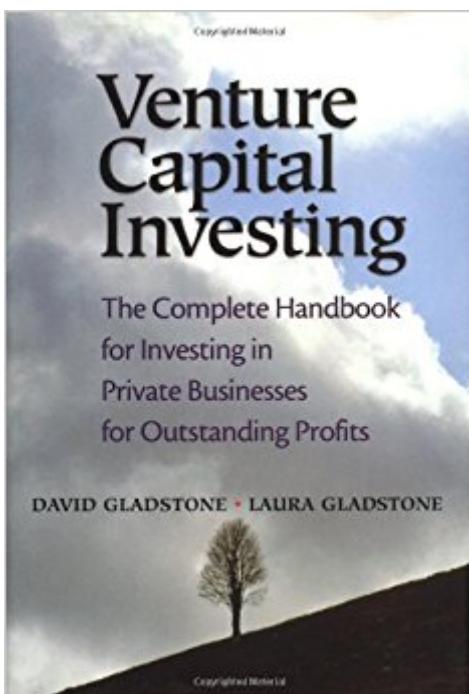


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Venture Capital Investing: The Complete Handbook For Investing In Private Businesses For Outstanding Profits



Synopsis

In his classic bestseller *Venture Capital Handbook*, leading venture capitalist David Gladstone showed thousands of companies how to get funding and work with early stage investors. Now, in his revision of the classic, *Venture Capital Investing*, he looks at venture capital through the eyes of the investor. Gladstone shows all of you VC investors and angels exactly how to weed through scores of business proposals and find the gem that will deliver outstanding returns, especially in these soft economic times. You will learn what to look for in a business proposition; how to assess entrepreneurs and their management teams; how to evaluate financial statements, market niches, competitive environments, and product innovations; how to investigate a business that's already operating; and how to build effective partnerships with existing portfolio companies.

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In his classic bestseller "Venture Capital Handbook, " leading venture capitalist David Gladstone showed thousands of companies how to get funding and work with early stage investors. Now, in his revision of the classic, "Venture Capital Investing, " he looks at venture capital through the eyes of the investor. Gladstone shows all of you VC investors and angels exactly how to weed through scores of business proposals and find the gem that will deliver outstanding returns, especially in these soft economic times. You will learn what to look for in a business proposition; how to assess entrepreneurs and their management teams; how to evaluate financial statements, market niches, competitive environments, and product innovations; how to investigate a business that's already operating; and how to build effective partnerships with existing portfolio companies.

DAVID GLADSTONE founded Gladstone Capital and serves as its CEO and Chairman. He previously served as Chairman of American Capital Strategies, the largest public-traded leveraged buyout fund, and was past Chairman of Allied Capital, the largest public-traded mezzanine debt fund. With Laura Gladstone he wrote the classic book on obtaining financing for small- and medium-sized businesses, *Venture Capital Handbook: An Entrepreneur's Guide to Raising Venture Capital*. David Gladstone holds an MBA from Harvard Business School. LAURA GLADSTONE is a Principal of Gladstone Capital. Before joining the firm, she worked in equity research at ING Barings and Salomon Smith Barney, and she was a Syndication Lender at HSBC. She has also served as Marketing Director for Allied Capital Corporation.

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