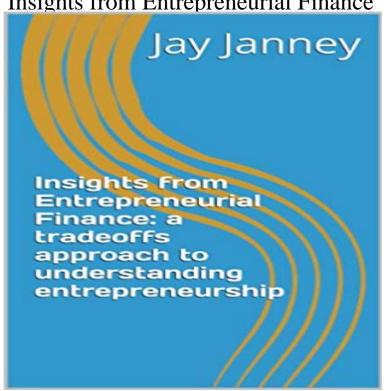
Insights from Entrepreneurial Finance



In ancient Greek Mythology, Tantalus was punished by the Gods by being forced to stand in a stream of water, a grapevine by his head. When he reached to eat, the wind blew the grapevine just out of reach. When he stooped to drink, the water dried up. He could see the foodand drink, but could never reach them. Today, the Gods would punish him by making him an Entrepreneur who couldnt get funding. This is a book about the funding process, that seeks to help entrepreneurs better understand how to position themselves for funding. The book is based on the concept that if you understand what the investor is looking for, you can frame your venture in a way that will more likely appeal to the investor. This book addresses four primary topics: Section one is an overview entrepreneurshipSection two outlines specific lessons investors would like entrepreneurs knowSection to discusses how to diagnose the health of a firmSection four discusses different valuation methods

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