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Alternative funding opportunities often offer a really exciting

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Opportunity for those with an interest in the business; providing investors with the chance to be part of the business, and to share ...

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entrepreneurs

have spoken out

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pandemic,
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entrepreneurs.

Fundraising for startups has changed

dramatically in the past decade.

There was a time when VCs were rock stars and a founder with a big idea and a little drive could raise a few hundred

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thousand dollars to build a business. But those days are gone. In the aftermath of the Great Recession and a massive drop in tech investments, it's become harder and harder for founders to

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rolling, get
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excited, and Get
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story that

investors
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are right for
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ventures,
listing hundreds
of angel
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firms while
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In Venture
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success

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require an influx of cash from a venture capitalist, but rather received money from their customers and describes five ingenious approaches used by innovative entrepreneurs at companies like Threadless,

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Statistics
indicate more
than 50 percent
of all new

businesses will
fail within five
years, and 50
percent of the
survivors will
fail during the
following five-

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other self-
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entrepreneurs
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potential and
improve their
probability of
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Crack the
Funding Code
demystifies the
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investing, venture capital, and corporate funding and lays out a strategic pathway for any entrepreneur to secure funding fast. Lack of funding is one of the biggest reasons small businesses fail. In 2016 in the

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The United States alone, more than 31 percent of small business owners reported that they could not access adequate capital, and the lack of capital prevented them from growing the business/expanding operations,

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The increasing inventory, or financing increased sales. Most business owners believe that their only feasible funding options are (1) savings or personal credit, (2) friends and family or (3) bank loans. They

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You may have heard about venture capitalists or angel investors, but they don't have enough information about what these investors do, what they can provide for a business, and on what terms.

What's worse,

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Entrepreneurs often don't know how to access the people who are looking to put their money into young companies with potential.

Finally, business owners don't have enough expertise to navigate the

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The treacherous waters of outside funding. Many small companies don't believe they are the type of company that gets funded. Even when business owners are brave enough to look for the right outside

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investors, they don't know how to create the compelling pitches or how to structure the deals that will get them the funding to expand and grow. Crack the Funding Code will show readers how to

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find the money, create pitches that attract investors, and then structure fair, ethical deals that will bring them new sources of outside capital and invaluable professional advice. It will give readers the

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broader
perspective—how
funding works,
how investors
think, and what
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is. Every
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checklists, a roadmap of where and how to locate the best funding resources and top business mentors for their particular industry and/or geographical location, and a step-by-step process to

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that make their
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more capital to
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often receive an
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The angel investors, some of the most important -- and least understood -- players in business today.

The United States has close to three million angels, whose investments in startups exceed

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\$60 billion per year. Some of our most successful companies were funded by angels - companies like Ford, AOL, and Amazon.com. But until now, little has been written about these angels, due in part to

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Their preference for anonymity. Angel Investors provides an inside look at who these angels are and how they operate. It also shows would-be angels and entrepreneurs how best to find each other. To learn more about

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