

PART II

Assessing Your Readiness for Venture Capital

CHAPTER 6. Do I Need Venture Capital?

CHAPTER 7. Getting Over the Fear of the VC

CHAPTER 8. To What Kind of Business do VCs Provide Money?

CHAPTER 9. The Process of Raising Venture Capital

This part introduces the entrepreneur to the funding alternatives available to him at various stages of the lifecycle of his business. Venture capital is one such source and has a certain risk / return profile that the entrepreneur needs to be aware of.

This section also provides the entrepreneur with tools to assess his and his business's readiness for venture capital. It also allays the entrepreneur's fears about the VC. Thereafter, the venture capital raising steps are discussed to provide an understanding of what to expect during this process.

“Those who know others are intelligent; those who know themselves are truly wise. Those who master others are strong; those who master themselves have true power.”

Lao Tzu in *Tao Te Ching*

~

“You have to see the pattern, understand the order and experience the vision.” Michael E. Gerber.

~

“Consult not your fears but your hopes and your dreams. Think not about your frustrations, but about your unfulfilled potential. Concern yourself not with what you tried and failed in, but with what it is still possible for you to do.”

Pope John XXIII