

PART V

Managing the VC Relationship

CHAPTER 25 Getting Along with the VC

CHAPTER 26 Exiting Profitably

The deal has been closed and the venture now has the funds to move confidently towards its mission. The management team of the venture now has to focus on implementing its business plan. This part provides practical guidelines on managing your relationship with the VC. It details the typical problems that businesses face and offers solutions. It also provides a pre-emptive framework to enable the management team to avoid the paradigms that stultify such relationships and to adopt practices that provide mutual sustenance and growth.

“After the game the king and the pawn go in the same box.”

Italian Proverb

~

“The Pope and the peasant know more between them than the Pope alone.” Italian Proverb