

Emerging & Growing Companies®

Objective: This course will focus on numerous business, financing, and legal issues that arise with early stage and fast growing companies. Learn why some companies grow and go public, while others languish or fail. The instructor will use practical examples based upon his experiences as a CPA, attorney, and venture capitalist to illustrate important points.

What you will learn:

- The alternatives to venture capital
- How a company should be financed before seeking venture capital
- Strategies that can be employed to grow a business
- What venture capitalists look for in evaluating a company
- Practical tips to prepare an effective business plan
- Practical tips to increase the odds of obtaining venture capital
- How an investment by a venture capital fund can be structured
- The common issues that arise in venture capital financing
- How a company can find venture capital
- The pros and cons of paying a finder's fee
- Common mistakes frequently made by entrepreneurs
- How a CPA can help a company obtain venture capital
- Pitfalls to avoid

CPE: 8 hours

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None