



## Deal Terms - The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting VC Deals Done (Inside the Minds)

*By Alex Wilmerding*

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According to Graham Anderson, General Partner at Euclid SR Partners, "Deal Terms provides critical, in-depth, first-hand perspective on the crucial terms and factors which influence financing decisions." Clifford Schorer, Entrepreneur in Residence, Columbia Business School remarks, "Deal Terms is an indispensable reference for entrepreneurs and finance professionals." And Andrew McKee, General Partner at Webster Capital notes, "Deal Terms is a really important resource."

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Alex Wilmerding works at Boston Capital Ventures and serves as a director of the boards of HUBX, Inc.; ImpactXoft, Inc.; and Khimetrics, Inc. He lives in Boston, Massachusetts. He is also the best selling author of "Term Sheets & Valuations."

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