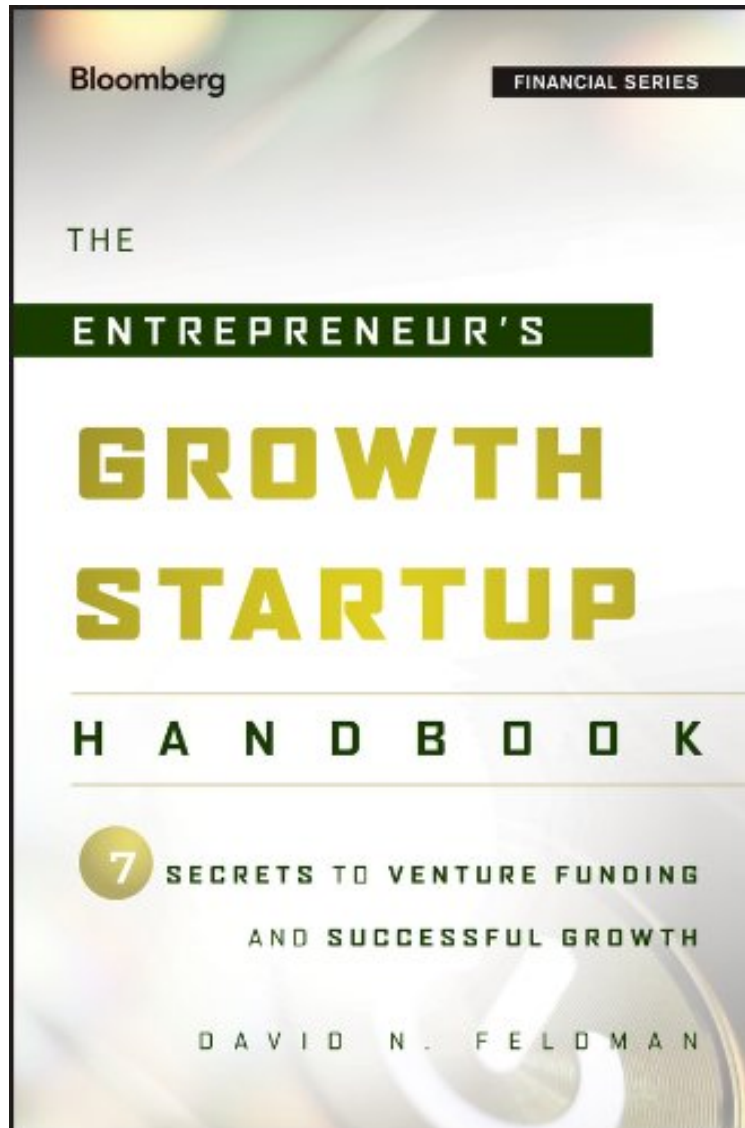


(Free and download) The Entrepreneur's Growth Startup Handbook: 7 Secrets to Venture Funding and Successful Growth (Bloomberg Financial)

## The Entrepreneur's Growth Startup Handbook: 7 Secrets to Venture Funding and Successful Growth (Bloomberg Financial)

*David N. Feldman*

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**David N. Feldman : The Entrepreneur's Growth Startup Handbook: 7 Secrets to Venture Funding and Successful Growth (Bloomberg Financial)** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Entrepreneur's Growth Startup Handbook: 7 Secrets to Venture Funding and Successful Growth (Bloomberg Financial):

3 of 3 people found the following review helpful. Highly RecommendedBy CustomerI would recommend this book to

anyone serious about starting a company. It examines various issues omitted by other authors on the subject. It's really detailed and looks at entrepreneurship at each stage of the business. That's of unparalleled value to the reader. 1 of 1 people found the following review helpful. great read with lots of practical advice  
By Sameer Jain  
As a startup founder, I was much impressed with this exceedingly well written and an easy to read book which draws attention to the state of mind, habits, values needed in pursuing opportunities beyond the resources one has at hand. It is about what is needed to make new things happen, to recognize and activate one's latent entrepreneurial energy while looking around corners and one's own blind spots. It is different from other books on entrepreneurship that focus on approaches to operations, revenue, marketing, finance, strategy or the foundational knowledge and mechanics of creating a new venture. Rather this book gleans real life lessons, offers practical advice, helps one learn from tons of anecdotal examples what to watch out for without making costly mistakes. Great read, I heartily recommend it!  
3 of 3 people found the following review helpful. The author's a lawyer, but he's also a successful entrepreneur.  
By Jay Trien  
I live in the world Feldman describes and I can tell you he knows his stuff. Nothing ivory tower here, just the real world down and dirty how to.  
Jay Trien, President, the Venture Association New Jersey [...]

An accessible guide to handling the unforeseeable consequences of becoming an entrepreneur in today and tomorrow's economy  
The spirit of an entrepreneur is often characterized as one of unbridled passion and a sense of fearlessness. But what about the consequences of choosing to become an entrepreneur? The occupational hazards associated with this endeavor range from maintaining focus, balancing work with your personal life, and finding good partners to burnout and boredom. Despite the abundance of entrepreneurial guides written, few focus on the essential aspect of dealing with the unexpected personal and professional costs of starting and financing a business. This new book will help you answer these tough questions. Engaging and informative, this book skillfully examines what usually goes wrong on the road to entrepreneurship, revealing what business owners regret and what you can do to address these issues. Along the way, it provides an overview of the personality traits and qualities that make success in entrepreneurship more likely, and also explores how the weight of wearing the entrepreneurial hat can affect you. Covers the seven principal obstacles that can arise at any level in the entrepreneurial game  
Filled with the valuable insights of an author who has experience as an entrepreneur and as a corporate attorney representing hundreds of entrepreneurs over his twenty-six year legal career  
Touches on issues associated with everything from the nerve-wrecking start-up phase to the disenchanted later stages when success does not necessarily guarantee personal or professional contentment  
If you're looking for a better way to manage and minimize some of the most prominent problems you'll face as an entrepreneur, look no further than this book.

From the Inside Flap  
The spirit of an entrepreneur is often characterized as one of unbridled passion and deep determination. While this may be true, there are many other issues you must be aware of in order to excel at any entrepreneurial endeavor. Nobody understands this better than author David Feldman. With over twenty-six years of experience in business and law; and as an entrepreneur himself; Feldman has worked with hundreds of successful entrepreneurs. Over the years, he's also seen some very smart people make some very serious mistakes. With *The Entrepreneur's Growth Startup Handbook*, he now shares many of the lessons he's learned with you. Inspired by a series of columns on entrepreneurship for Slate.com, this timely guide will help you determine if you have the right makeup for the travails of entrepreneurship, and put you in a better position to navigate the biggest challenges one faces in creating and growing a business. While there are many how-to books out there on entrepreneurship, none are quite like this. Filled with illustrative examples from Feldman's own career as well as high-profile entrepreneurs such as Bill Gates and Howard Stern, this book opens with a realistic assessment of the qualities you need to succeed as an entrepreneur. With this information in hand, Feldman moves on to address the seven essential issues associated with starting and growing something exciting in the entrepreneurial world. You'll gain valuable insights on everything from the nuts and bolts of building a business; finding the right employees, partners, and investors; to staying focused while working on new ideas, balancing work with the rest of your life, and dealing with burnout or boredom. Even if you have run your own business for some time, there are helpful suggestions and areas of coverage that apply equally to those in the middle and more mature stages of building a business. Rounding out this detailed entrepreneurial discussion is a look at the most likely reasons why businesses fail, and some strategies for helping you avoid them. Feldman also presents the brief biography of a man who embodies so much about what type of person should pursue their own business, and how he overcame various obstacles to achieve success. Whether you're thinking about starting a business, have already done so, or work with or advise entrepreneurs, you can benefit from the essential insights found here.  
From the Back Cover  
Praise for *The Entrepreneur's GROWTH STARTUP Handbook*  
"David has put forth a non-intimidating blueprint about how one determines whether they possess the skill-set to be a successful entrepreneur as well as the potential pitfalls one may face along the way. He combines personal experiences while driving attention to entrepreneurs we all recognize to punctuate his points and briefly wraps it all up with the story of his mentor's (Uncle Lenny's) entrepreneurial journey. I found myself nodding in agreement as I read each chapter."  
mdash;Keith L. Lippert, Partner, Lippert/Heilshorn  
"David Feldman's treatment of the mistakes made and

perils faced by entrepreneurs in establishing, growing, and financing their companies is an entertaining and practical guide for anyone looking to jump into the race. The chapter on financing and the methods of staging a process to find capital and the various types and styles of investors and the good and evil of how they operate are spot on." mdash; John J. Borer III, Senior Managing Director, Head of Investment Banking, The Benchmark Company, LLC "David Feldman is a master of all things small cap: the best legal strategy, the best way to access capital markets, and now with his wealth of knowledge gained over a twenty-six year career of hands-on experience with entrepreneurs and their companies, he shares his experience on the common issues that assure success or undo it. If you are a part of the small cap world, or want to be a part of it, read Mr. Feldman's new book, *The Entrepreneur's Growth Startup Handbook*, and you will access true wisdom on the subject." mdash; Neal Wolkoff, Of Counsel, Richardson Patel LLP; former Chief Executive Officer of the American Stock Exchange "Valuable advice and counsel for entrepreneurs from David Feldman's wealth of experience with small and growing companies." mdash;Cromwell Coulson, Chief Executive Officer, OTC Markets Group Inc. "If there's one book that should remain by your side as you build up your company from Day One, this is it." mdash; Dian Griesel, President, Dian Griesel Inc. and author of *FUNDaMentals: The Corporate Guide to Cultivating Investor Mindshare* "This book is an asset to those wanting to capture the 'right stuff' of successful entrepreneurship." mdash;David Weild,former vice chairman of NASDAQ; founder, Chairman, and CEO of Weild Co. "I would encourage all my clients considering starting a business venture to read this book." mdash;Charles Weinstein, Chief Executive Officer, EISNERAMPER LLPAbout the AuthorDavid N. Feldman is an accomplished lawyer and currently a Senior Partner of Richardson Patel LLP in New York. He is a frequent public speaker, seminar leader, and counsel on issues unique to small and microcap companies and is an active advocate with regulators on small business issues. His clients include public and private companies, investment banks, venture capital firms, and high-net-worth individuals. Feldman has appeared on Bloomberg TV and National Public Radio and been quoted in the *New York Times*, *Wall Street Journal*, the *Financial Times*, the *New York Law Journal*, the *Deal*, *Forbes*, *Entrepreneur*, *CFO*, and other publications. Feldman is the author of the first two editions of *Reverse Mergers* and a contributor to *The Issuer's Guide to PIPEs* and *PIPEs: A Guide to Private Investments in Public Equity*, Revised and Updated Edition. He received a bachelor of science in economics from the Wharton School at the University of Pennsylvania and his juris doctor from the University of Pennsylvania Law School.