

Entrepreneurship Success with Historical Roadmap



Entrepreneurship Roadmap International Bestseller

Matt Mayberry

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Exit Path: How to Win the Startup End Game Touraj Parang,2022-08-02 An exit strategy if implemented early is the surprising secret to ultimate startup success Find out why and how to develop one in this comprehensive practical guide from veteran Silicon Valley dealmaker Touraj Parang In 2008 Touraj Parang's award winning startup Jaxtr had 10 million users raised nearly 20 million from top tier Silicon Valley investors and seemed poised to sail straight through the Great Recession But by January of 2009 Jaxtr's only hope for survival was to find a buyer sadly it was too late for that In Exit Path Touraj draws on the lessons learned from that chaotic experience and the extraordinary successes that followed once he and the entrepreneurs he advises made creating and executing an exit strategy a top priority For too long entrepreneurs have been failing to establish the requisite relationships and properly prepare for the most important milestone in their life cycle a sale to an acquirer But in today's hyper competitive and interconnected business world that is no longer an option In this first of its kind comprehensive guide you'll discover the surprising reasons few startups succeed while many fail and you'll learn that implementing an exit strategy early will empower you to take charge of your startup's ultimate fate maximizing its potential for success while mitigating the risks of failure Arranged in four sequential parts Exit Path walks you through actionable steps to devise and execute an effective exit strategy starting with a fresh new perspective on the critical importance of creating a viable sale option for your startup You'll learn why creating your exit strategy is necessary well before you're contemplating an exit regardless of the stage of your startup You'll also discover how to create your own exit plan how to make your plan a reality through personal and business relationships and how to approach and negotiate with acquirers for an outcome best aligned with your values and ambitions should the need arise Whether you are

an entrepreneur investor or advisor the expert advice and insights in Exit Path will inspire you to take charge of your startup s destiny and unlock its strategic potential and options over time Entrepreneur ,1995 **The Publishers Weekly** ,1994

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