

Slicing Pie Funding Company Without

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Storytelling with Data - Cole Nussbaumer Knaflic 2015-10-09

Don't simply show your data—tell a story with it! *Storytelling with Data* teaches you the fundamentals of data visualization and how to communicate effectively with data. You'll discover the power of storytelling and the way to make data a pivotal point in your story. The lessons in this illuminative text are grounded in theory, but made accessible through numerous real-world examples—ready for immediate application to your next graph or presentation. Storytelling is not an inherent skill, especially when it comes to data visualization, and the tools at our disposal don't make it any easier. This book demonstrates how to go beyond conventional tools to reach the root of your data, and how to use your data to create an engaging, informative, compelling story. Specifically, you'll learn how to: Understand the importance of context and audience Determine the appropriate type of graph for your situation Recognize and eliminate the clutter clouding your information Direct your audience's attention to the most important parts of your data Think like a designer and utilize concepts of design in data visualization Leverage the power of storytelling to help your message resonate with your audience Together, the lessons in this book will help you turn your data into high impact visual stories that stick with your audience. Rid your world of ineffective graphs, one exploding 3D pie chart at a time.

There is a story in your data—*Storytelling with Data* will give you the skills and power to tell it!

Slicing Pie - Mike Moyer 2012

Slicing Pie outlines a simple process for making sure that the founders and early employees of a start-up company get their fair share of the equity. You will learn: How to value the time and resources an individual brings to the company relative to the contributions of others ; The right way to value intangible things like ideas and relationships ; What to do when a founder leaves your company ; How to handle equity when you have to fire someone. (4e de couv.).

The Startup Funding Book - Nicolaj Højer Nielsen 2017-05-19

This book reveals: * Where to find investors and the best approaches to win their support * What investors are really looking for but won't tell you * How to persuade banks, business angels, VCs and public funders * Insider tips for compiling material that satisfies investors * Little-known strategies that will boost your success

How to Get Government Contracts - Olessia Smotrova-Taylor 2012-11-28

How to Get Government Contracts demystifies the process of how a company can enter the government market, win its first and subsequent contracts, and then grow itself into a multi-million-dollar government

contractor within a couple of years. It offers an insider's view into the latest best practices that government contractors use to succeed in an increasingly competitive market, and it shows exactly how your company can apply these techniques to build a strong business. Many companies venture into the government market with a certain naiveté and pay a hefty price to find out that there is much more to winning a contract than writing last-minute proposals in response to publicly posted solicitations. To stop the bleeding of precious resources, they need to step back to learn how professionals win business in the federal arena. This book shows you how to find, for example, the best potential customers and opportunities for your company. It also explains the secret to winning consistently by conducting pre-proposal preparation (also called "capture") and practicing a disciplined, process-based approach to proposal development. This book provides a recipe for winning government contracts over and over again, the way seasoned government contractors do it. After reading this book, you will know exactly what to do to position your company to win a government proposal before a solicitation becomes public, including building customer relationships, gathering intelligence, developing a "win strategy," performing competitive analysis, selecting the best teammates, and developing a solution. As a result, you will apply professional techniques to organizing your proposal effort, outlining a proposal document, and writing RFPs that persuade evaluators to award the contract to you.

The Caesars Palace Coup - Sujeet Indap 2021-03-16

It was the most brutal corporate restructuring in Wall Street history. The 2015 bankruptcy brawl for the storied casino giant, Caesars Entertainment, pitted brilliant and ruthless private equity legends against the world's most relentless hedge fund wizards. In the tradition of *Barbarians at the Gate* and *The Big Short* comes the riveting, multi-dimensional poker game between private equity firms and distressed debt hedge funds that played out from the Vegas Strip to Manhattan boardrooms to Chicago courthouses and even, for a moment, the halls of the United States Congress. On one side: Apollo Global Management and

TPG Capital. On the other: the likes of Elliott Management, Oaktree Capital, and Appaloosa Management. The Caesars bankruptcy put a twist on the old-fashioned casino heist. Through a \$27 billion leveraged buyout and a dizzying string of financial engineering transactions, Apollo and TPG—in the midst of the post-Great Recession slump—had seemingly snatched every prime asset of the company from creditors, with the notable exception of Caesars Palace. But Caesars' hedge fund lenders and bondholders had scooped up the company's paper for nickels and dimes. And with their own armies of lawyers and bankers, they were ready to do everything necessary to take back what they believed was theirs—if they could just stop their own infighting. These modern financiers now dominate the scene in Corporate America as their fight-to-the-death mentality continues to shock workers, politicians, and broader society—and even each other. In *The Caesars Palace Coup*, financial journalists Max Frumes and Sujeet Indap illuminate the brutal tactics of distressed debt mavens—vultures, as they are condemned—in the sale and purchase of even the biggest companies in the world with billions of dollars hanging in the balance.

Penny Stocks For Dummies - Peter Leeds 2013-04-03

Want to make a big bet on an economic recovery in the U.S.? Start thinking small! The growing popularity of penny stocks can be attributed to a combination of increased understanding and tough economic times.??Penny Stocks For Dummies explains the basics of penny stocks and provides expert guidance to help you get involved right away. Penny Stocks For Dummies provides you with the information and advice you need before considering an investment in penny stocks, as well as the tools needed to make sound investments. You'll also get expert guidance on identifying growth trends and market sectors positioned for rapid growth, finding undiscovered penny stocks, and understanding the fundamentals of a potential investment in penny stocks. Arms you with the know-how to properly identify, and purchase, winning penny stocks Shows you how good money can be made from these low-priced shares Gets you involved in Penny Stocks quickly, painlessly, and on a small budget Penny Stocks For Dummies appeals to anyone who doesn't have a

lot to invest right now in the current economic climate, but who wants to multiply what they do have.

Applied Corporate Finance, 4th Edition - Aswath Damodaran
2014-10-27

Aswath Damodaran, distinguished author, Professor of Finance, and David Margolis, Teaching Fellow at the NYU Stern School of Business, have delivered the newest edition of Applied Corporate Finance. This readable text provides the practical advice students and practitioners need rather than a sole concentration on debate theory, assumptions, or models. Like no other text of its kind, Applied Corporate Finance, 4th Edition applies corporate finance to real companies. It now contains six real-world core companies to study and follow. Business decisions are classified for students into three groups: investment, financing, and dividend decisions.

Choose FI - Chris Mamula 2019-10

Now available for Pre-Order! A common resolution set at the beginning of a new year is to "get my financial house in order." But how can you build a house, let alone pour any kind of foundation, without a blueprint? There are dozens of books and gurus trying to push their advice and tell you how to spend and invest your money. And then, there are three suburban dads just trying to make the world a little bit better. Meet Brad Barrett and Jonathan Mendonsa of the award-winning ChooseFI podcast and Chris Mamula of the popular blog "Can I Retire Yet?". They have walked the talk and now want to share their knowledge with you. Together, these three regular guys will show you how they did something extraordinary. They are all financially independent and doing meaningful work that fulfills them. All three left their corporate 9 to 5 jobs and are reaping the benefits of extra time with their families. Mirroring the format of the popular ChooseFI podcast, this book pulls from the collective knowledge of those who have decided to build a lifestyle around their passions instead of allowing their finances to dictate their future. These stories demonstrate universal principles, giving you the opportunity to pick the elements that are the most applicable to your financial situation and "choose your own adventure." The book covers a

wide range of topics that will help you build a strong financial foundation: Developing a growth mindset Defining your values and aligning them with your spending Cutting years from your estimated retirement date Questioning the status quo on "required expenses" Cutting travel expenses and putting family vacations within your reach Learning how to earn more and live with abundance Updating the commonly accepted wisdom on college education and the debt associated with it Cutting through the noise on investing to discover strategies that work Showing how to implement investment strategies that enable the lifestyle you desire while controlling downside risk FI or Financial Independence is the new debt-free and getting back to 0 is just the beginning of a wonderful journey. Whether you have mountains of debt now or are recently debt free and wondering what to do next, Choose FI: Your Blueprint to Financial Independence will give you the information to guide your next move.

Venture Capital For Dummies - Nicole Gravagna 2013-08-15

Secure venture capital? Easy. Getting a business up and running or pushing a brilliant product to the marketplace requires capital. For many entrepreneurs, a lack of start-up capital can be the single biggest roadblock to their dreams of success and fortune. Venture Capital For Dummies takes entrepreneurs step by step through the process of finding and securing venture capital for their own projects. Find and secure venture capital for your business Get your business up and running Push a product to the marketplace If you're an entrepreneur looking for hands-on guidance on how to secure capital for your business, the information in Venture Capital For Dummies gives you the edge you need to succeed.

MONEY Master the Game - Tony Robbins 2016-03-29

"Bibliography found online at tonyrobbins.com/masterthegame"--Page [643].

The Founder's Dilemmas - Noam Wasserman 2013-04

The Founder's Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as

well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

The Unicorn's Shadow - Ethan Mollick 2020-06-23

Bringing hard data to the way we think about entrepreneurial success, this bold call to action draws on the latest scientific evidence to dispel the most pervasive startup myths and light a path to entrepreneurship for those eclipsed by the hype. When you think of a successful entrepreneur, who comes to mind? Bill Gates? Mark Zuckerberg? Or maybe even Jesse Eisenberg, the man who played Zuckerberg in *The Social Network*? It may surprise you that most successful founders look very different from Zuckerberg or Gates. In fact, most startup origin stories are very different from the famous "unicorns" that have achieved valuations of over \$1 billion, from Facebook to Google to Uber. In *The Unicorn's Shadow: Combating the Dangerous Myths that Hold Back Startups, Founders, and Investors*, Wharton School professor Ethan Mollick takes us to the forefront of an empirical revolution in entrepreneurship. New data and better research methods have overturned the conventional wisdom behind what a successful founder looks like, how they succeed, and how the startup ecosystem works. Among the issues he examines: Which founders are most likely to succeed? Where do the best startup ideas come from? What's the most foolproof way of securing the funding needed to take a company to the next level? Should your sales pitch really be something out of Hollywood? What's the best way to grow and scale your company and create a thriving culture that won't hinder expansion? Mollick argues that entrepreneurship is too important, both for society and for the individuals who start companies, to be eclipsed by the shadows of unicorns. He shows we can democratize entrepreneurship—but only by following an evidence-based approach that puts to rest the false narratives that surround it.

Crowdfund Investing For Dummies - Sherwood Neiss 2013-01-29

The easy way to get started in crowdfund investing Crowdfund investing (CFI) is going to be the next big thing on Wall Street. U.S. investment

banks, brokerage houses, and law firms are gearing up for the creation and regulation of new financial products that will be available to the general public starting in early 2013. The introduction of these products will revolutionize the financing of small businesses and startups for these key reasons: Entrepreneurs and small business owners, who have had difficulty obtaining capital through traditional means (such as bank loans and angel investors) in recent years, will have access to investors around the world through social media. For the first time, investors (so-called unqualified investors) will be able to purchase an equity stake in a business or new investment vehicle. The Securities and Exchange Commission (SEC) is overseeing the creation of online portals that will allow entrepreneurs and small investors to connect. When these portals go live in 2013, Crowdfund Investing For Dummies will be on the front line to educate business owners, other entrepreneurs, and investors alike. Crowdfund Investing For Dummies will walk entrepreneurs and investors, like yourself, through this new investing experience, beginning with explaining how and why CFI developed and what the 2012 JOBS says about CFI. Entrepreneurs will find out how much funding they can realistically raise through CFI; how to plan and launch a CFI campaign; how to manage the crowd after a campaign is successful; and how to work within the SEC's regulations at every stage. Investors will discover: the benefits and risks of CFI; how much they can invest; how a CFI investment may fit into a broader investment portfolio; how to provide value to the business or project being funded; and how to bow out of an investment when the time is right. Crowdfund Investing For Dummies is an indispensable resource for long time investors and novice investors alike.

No Logo - Naomi Klein 2000-01-15

An analysis of the invasion of our personal lives by logo-promoting, powerful corporations combines muckraking journalism with contemporary memoir to discuss current consumer culture

Pitch Ninja - 2014-09-19

"I've read a million sales books and taken almost a million classes in formal sales training, but your practical techniques make all those pale

in comparison. It makes such sense!" -Jackie Schwartz, Planet Einstein Pitch Ninja provides practical steps for making your presentation dynamic and engaging by providing a simple framework that emphasizes body language and other non-verbal cues to effectively persuade an audience. Pitch Ninja is based on the Super-Awesome Presentation Zone Program that divides the space used by the presenter into three distinct zones: The Intimacy Zone is where you make personal connections with audience members The Excitement Zone is where you pump up the crowd and get them engaged in your message The Information Zone is where you convey the details of your presentation to decision makers Each zone has a specific set of behaviors including eye contact, arm movements, gestures and body position. The result is a highly engaging presentation that makes your ideas pop and dazzles your audience. Perfect for the beginner or seasoned professional, every speaker can be a Pitch Ninja!"

The Well Plated Cookbook - Erin Clarke 2020-08-25

Comfort classics with a lighter spin, from the creator of the healthy-eating blog Well Plated by Erin. Known for her incredibly approachable, slimmed-down, and outrageously delicious recipes, Erin Clarke is the creator of the smash-hit food blog in the healthy-eating blogosphere, Well Plated by Erin. Clarke's site welcomes millions of readers, and with good reason: Her recipes are fast, budget-friendly, and clever; she never includes an ingredient you can't find in a regular supermarket or that isn't essential to a dish's success, and she hacks her recipes for maximum nutrition by using the "stealthy healthy" ingredient swaps she's mastered so that you don't lose an ounce of flavor. In this essential cookbook for everyday cooking, Clarke shares more than 130 brand-new rapid-fire recipes, along with secrets to lightening up classic comfort favorites inspired by her midwestern roots, and clever recipe hacks that will enable you to put a healthy meal on the table any night of the week. Many of the recipes feature a single ingredient used in multiple, ingenious ways, such as Sweet Potato Boats 5 Ways. The recipes are affordable and keep practicality top-of-mind. She's eliminated odd leftover "orphan" ingredients and included Market Swaps so you can

adjust the ingredients based on the season or what you have on hand. To help you make the most of your cooking, she's even included tips to store and reheat leftovers, as well as clever ideas to turn them into an entirely new dish. From One-Pot Creamy Sundried Tomato Orzo to Sheet Pan Tandoori Chicken, all of the recipes are accessible to cooks of every level, and so indulgent you won't detect the healthy ingredients. As Clarke always hears from her readers, "My family doesn't like healthy food, but they LOVED this!" This is your homey guide to a healthier kitchen.

World Investment Report 2020 - United Nations Conference on Trade and Development (UNCTAD) 2020-07-15

The 30th edition of the World Investment Report looks at the prospects for foreign direct investment and international production during and beyond the global crisis triggered by the COVID-19 (coronavirus) pandemic. The Report not only projects the immediate impact of the crisis on investment flows, but also assesses how it could affect a long-term structural transformation of international production. The theme chapter of the Report reviews the evolution of international production networks over the past three decades and examines the configuration of these networks today. It then projects likely course changes for the next decade due to the combined effects of the pandemic and pre-existing megatrends, including the new industrial revolution, the sustainability imperative and the retreat of laissez faire policies. The system of international production underpins the economic growth and development prospects of most countries around the world. Governments worldwide will need to adapt their investment and development strategies to a changing international production landscape. At the request of the UN General Assembly, the Report has added a dedicated section on investment in the Sustainable Development Goals, to review global progress and propose possible courses of action.

Trajectory: Startup - Dave Parker 2021-03-30

Have a startup idea? Want to launch it fast? People often spend years on working on startup ideas that fail—and they could have known long before, had they asked the hard questions earlier. Five-time tech founder

Dave Parker has been there, and in *Trajectory: Startup* he offers a path to get you from ideation to launch and revenue in just six months. With a track record of starting companies from scratch, raising both angel and venture capital, and participating in eight exits as founder, operator, and board member, Parker's experience is practical and actionable. Having sold three of his own startups and closed two, Parker learned just as much from his failures as from his successes, and he brings this wit and wisdom into his writing in a transparent way. Parker shares advice on:

- What makes a good idea that makes money
- Recruiting and working with cofounders
- Asking customers what product they want (customer development)
- How to build a tech product even as a non-tech founder
- How to get out of your head, ship a product, and make your first sale

Trajectory: Startup removes the mystery from the startup process and outlines a roadmap of tasks and timeframes, with monthly milestones and resources. This pre-accelerator program will help you get the momentum you need. Skip the Executive MBA and go make money! This guide makes starting a company accessible to a broad range of founders, investors, and employees who have the spark of innovation and drive to follow their dreams.

23 Things They Don't Tell You about Capitalism - Ha-Joon Chang
2011-01-02

INTERNATIONAL BESTSELLER "For anyone who wants to understand capitalism not as economists or politicians have pictured it but as it actually operates, this book will be invaluable."-Observer (UK) If you've wondered how we did not see the economic collapse coming, Ha-Joon Chang knows the answer: We didn't ask what they didn't tell us about capitalism. This is a lighthearted book with a serious purpose: to question the assumptions behind the dogma and sheer hype that the dominant school of neoliberal economists-the apostles of the freemarket-have spun since the Age of Reagan. Chang, the author of the international bestseller *Bad Samaritans*, is one of the world's most respected economists, a voice of sanity-and wit-in the tradition of John Kenneth Galbraith and Joseph Stiglitz. *23 Things They Don't Tell You About Capitalism* equips readers with an understanding of how global

capitalism works-and doesn't. In his final chapter, "How to Rebuild the World," Chang offers a vision of how we can shape capitalism to humane ends, instead of becoming slaves of the market.

Co-Opetition - Adam M. Brandenburger 2011-07-13

Now available in paperback, with an all new Reader's guide, *The New York Times* and *Business Week* bestseller *Co-opetition* revolutionized the game of business. With over 40,000 copies sold and now in its 9th printing, *Co-opetition* is a business strategy that goes beyond the old rules of competition and cooperation to combine the advantages of both. *Co-opetition* is a pioneering, high profit means of leveraging business relationships. Intel, Nintendo, American Express, NutraSweet, American Airlines, and dozens of other companies have been using the strategies of *co-opetition* to change the game of business to their benefit. Formulating strategies based on game theory, authors Brandenburger and Nalebuff created a book that's insightful and instructive for managers eager to move their companies into a new mind set.

Will Work for Pie - Mike Moyer 2021-04-26

Equity can be a powerful tool to attract resources and talent to your startup; dividing it up improperly can cause irreversible damage and derail an otherwise promising company. *Will Work for Pie* shows how to apply the logic of the aptly named Slicing Pie model for equity splits that has been used by thousands of startups all over the world to create a perfectly fair equity split. In this book, you'll learn what fairness looks like in a startup and how to achieve it: How the Slicing Pie model works and why it always creates a fair split What motivates employees and teams and how to build an effective incentive program How to determine the fair market value of just about anything your company needs A fascinating addition to the entrepreneur's library, *Will Work for Pie* speaks to both startup founders and early participants who are looking at team-building for a new company, as well as seasoned entrepreneurs who may be wary of equity splits following a bad experience (or two).

Get Backed - Evan Baehr 2015-10-27

"Anyone who comes to pitch on Shark Tank should read this book first!"
—Barbara Corcoran, ABC's Shark Tank "I have seen literally thousands

of companies trying to raise capital and know that a great pitch deck is critical. This book gives you the playbook for creating yours.” —Naval Ravikant, cofounder and CEO, AngelList “I raised twice the amount of money I set out to in a mere five weeks. I’m naming my firstborn child after the Evans.” —Slava Menn, cofounder and CEO, Fortified Bicycle

HOW DO YOU LAUNCH THE VENTURE OF YOUR DREAMS? Get Backed isn’t just about startup fundraising. It’s a handbook for anyone who has an idea and needs to build relationships to get it off the ground. Over the last 3 years, entrepreneurs Evan Loomis and Evan Baehr have raised \$45 million for their own ventures, including the second largest round on the fundraising platform AngelList. In Get Backed, they show you exactly what they and dozens of others did to raise money—even the mistakes they made—while sharing the secrets of the world’s best storytellers, fundraisers, and startup accelerators. They’ll also teach you how to use “the friendship loop”, a step-by-step process that can be used to initiate and build relationships with anyone, from investors to potential cofounders. And, most of all, they’ll help you create a pitch deck, building on the real-life examples of 15 ventures that have raised over \$150 million. What’s in the book?

- The original pitch decks and fundraising strategies of 15 ventures that raised over \$150 million
- Email scripts that will get you a meeting with angel investors, venture capitalists, and potential board members
- Pitching exercises developed by startup talent beds like Stanford University’s d.school and Techstars
- A breakdown of the 10 essential pitch deck slides, how to create them, and what questions you should answer with each
- An overview of the 5 main funding sources for startups, the pros and cons of each, and who the big players are
- A crash-course in visual and presentation design that will make any deck beautiful
- Templates for 4 stories every entrepreneur should know how to tell
- The story of one entrepreneur who showed up in Silicon Valley with no network and six months later had investments from Fred Anderson, Bono, and Peter Thiel

Get Backed will show you exactly what it takes to get funded and will give you the tools to make any idea a reality.

Grow the Pie - Alex Edmans 2021-11-11

A Financial Times Book of the Year 2020! Should companies be run for profit or purpose? In this ground-breaking book, acclaimed finance professor and TED speaker Alex Edmans shows it's not an either-or choice. Drawing from real-life examples spanning industries and countries, Edmans demonstrates that purpose-driven businesses are consistently more successful in the long-term. But a purposeful company must navigate difficult trade-offs and take tough decisions. Edmans provides a roadmap for company leaders to put purpose into practice, and overcome the hurdles that hold many back. He explains how investors can discern which companies are truly purposeful and how to engage with them to unleash value for both shareholders and society. And he highlights the role that citizens can play in reshaping business to improve our world. This edition has been thoroughly updated to include the pandemic, the latest research, and new insights on how to make purpose a reality.

How to Make Colleges Want You - Mike Moyer 2008-08-01

What if you had colleges coming after you instead of the other way around? The hidden little secret of college admissions is that most schools are desperate... desperate for great kids who do things differently and will make their campuses vibrant and exciting. And you don't have to be an A student, the president of your student body, or the winner of the national spelling bee to do this. Any student can become someone that colleges compete for if you follow the recommendations in this book. The Secret of NTAs: Unusual activities that make you stand out Breaking the Zone: Take advantage of where you're from and who you are Striking the Nerve: Decode what colleges believe in, then match those values Your Application Team: Getting references, teachers, and counselors to boost your odd And much more No matter where you are in your high school career, you can start these things today and vastly increase your odds of getting into the competitive college of your choice.

The Game Changer - Chicke Fitzgerald 2017-08-01

The Game Changer is a business parable about innovation and business transformation, wrapping time honored principles in an engaging, fictional tale. It reveals the narrative behind a technology company

founded by a game changing CEO/inventor that has reluctantly taken in funding, and nearly misses the gift of being able to grow at a much faster pace. He and his team initially feel the pressure of investor's quarter-to-quarter profit metrics, but through a series of unusual and intertwined events, they find their entrepreneurial spirit and energy ignited again. They are empowered to change every area of the company, providing value back to their investors, and eventually to the public after their IPO. Written for anyone interested in entrepreneurship, innovation, leadership and personal growth.

Slicing Pie Handbook EU Edition - Mike Moyer 2016-11-28

Entrepreneurs and early-stage company participants get taken advantage of so frequently that we hardly notice. Bad equity deals are the rule, not the exception. The Slicing Pie Handbook outlines a framework for perfectly fair equity splits for early-stage, bootstrapped startup companies. Based on the dynamic equity model popularized by the book Slicing Pie, a formula in use by entrepreneurs all over the world. The Slicing Pie Handbook will help you determine the right share for people who contribute the things you need to start your company including help, equipment, supplies, rent and even credit. You will learn how to fairly allocate equity when people contribute and how to fairly recover equity when people leave the company. Includes a special chapter for EU startups.

Lessons from the Edge - Jana B. Matthews 2003

Entrepreneurs often struggle with many aspects of business: planning and financing company growth, creating a company vision, recruiting, leading, and managing people, as well as personal costs. In Lessons from the Edge, more than 50 business owners and entrepreneurs offer a wealth of real-life stories--in their own words--that provide rare insights about keeping a company healthy and growing. Here is a unique collection of first-person accounts by entrepreneurs who describe their mistakes in business and the lessons they have learned as a result. The stories cover a wide range of experiences from the trials and tribulations of partnerships, to the loss of key customers, theft, finding and retaining employees, and the personal cost of living on the edge. The authors have

drawn on interviews with more than 50 entrepreneurs, all of whom are under 45 years of age and are founders or presidents of companies with revenues over \$1 million and growing rapidly. They volunteered to share their stories, describing why they lost or almost lost their companies, what they did wrong, and the lessons they have learned. Their narratives are full of mistakes, failure, courage, moments of realization, and timely moves that saved the day. Every company owner will find these accounts insightful, compelling, and occasionally gut wrenching, especially because most face similar challenges and live with the reality that they too could fall off the edge. This instructive and inspiring book brims with lessons for all business owners about courage, persistence, and survival. Lessons from the Edge is an essential read for both established and prospective entrepreneurs.

Cofounding the Right Way - Jana Nevrlka 2018-01-24

Jobs & Wozniak, Page & Brin, Ben & Jerry... any list of successful companies seems awash with cofounders who are a match made in business heaven. The benefits are obvious: by combining resources, knowledge, expertise and motivation, cofounders can often build something far more successful together compared to going solo. And yet... two-thirds of startups fail because of disagreements between founders. Why? Because cofounding isn't as simple as drawing up an agreement and shaking hands on it. In fact, there are seven steps required to build cofounding teams that win and last. Cofounding The Right Way will take you through these steps, one simple step at a time, from finding the right cofounders all the way through to structuring your team, splitting the equity, making sure everyone stays motivated and documenting it in your cofounding agreement. Is a partnership even right for you in the first place? That's Step No. 1! Get your cofounding team right, and you'll be in the best possible position to handle any challenge that's thrown in your direction. Get it wrong and not even the best business idea will be able to survive. Foreword by Mike Moyer, author of Slicing Pie.

Sister Pie - Lisa Ludwinski 2018-10-02

A bursting-with-personality cookbook from Sister Pie, the boutique

bakery that's making Detroit more delicious every day. "Everything you want in a pie cookbook: careful directions, baker's secret tips, inspired combinations, and a you-can-do-it attitude."—Chicago Tribune IACP AWARD FINALIST • NAMED ONE OF THE BEST COOKBOOKS OF THE YEAR BY THE NEW YORK TIMES AND CHICAGO TRIBUNE At Sister Pie, Lisa Ludwinski and her band of sister bakers are helping make Detroit sweeter one slice at a time from a little corner pie shop in a former beauty salon on the city's east side. The granddaughter of two Detroit natives, Ludwinski spends her days singing, dancing, and serving up a brand of pie love that has charmed critics and drawn the curious from far and wide. No one leaves without a slice—those who don't have money in their pockets can simply cash in a prepaid slice from the "pie it forward" clothesline strung across the window. With 75 of her most-loved recipes for sweet and savory pies—such as Toasted Marshmallow-Butterscotch Pie and Sour Cherry-Bourbon Pie—and other bakeshop favorites, the Sister Pie cookbook pays homage to Motor City ingenuity and all-American spirit. Illustrated throughout with 75 drool-worthy photos and Ludwinski's charming line illustrations, and infused with her plucky, punny style, bakers and bakery lovers won't be able to resist this book.

Entering StartUpLand - Jeffrey Bussgang 2017-10-10

Many professionals aspire to work for startups. Executives from large companies view them as models to help them adapt to today's dynamic innovation economy, while freshly minted MBAs see magic in founding something new. Yes, startups look magical, but they can also be chaotic and inaccessible. Many books are written for those who aspire to be founders, but a company only has one or two of those. What's needed is something that deconstructs the typical startup organization for the thousands of employees who join a fledgling company and do the day-to-day work required to grow it into something of value. *Entering StartUpLand* is a practical, step-by-step guide that provides an insider's analysis of various startup roles and responsibilities—including product management, marketing, growth, and sales—to help you figure out if you want to join a startup and what to expect if you do. You'll gain insight

into how successful startups operate and learn to assess which ones you might want to join—or emulate. Inside this book you'll find: A tour of typical startup roles to help you determine which one might be the best fit for you Profiles of startup executives across many different functions who share their stories and describe their responsibilities A methodology to identify and evaluate startups and position yourself to find the opportunity that's right for you Written by an experienced venture capitalist, entrepreneur, and Harvard Business School professor, *Entering StartUpLand* will guide you as you seek your ideal entry point into this popular, cutting-edge organizational paradigm.

Boom Start - Gary K. Rhoads 2009

Who's Eating Your Pie? - Erik Weir 2022-05-10

Whether you're just starting your career at twenty-two or quickly approaching retirement at sixty-two, *Who's Eating Your Pie?* will give you the tools you need to grow a bigger, sweeter financial pie than you ever thought possible—and keep everyone else's fingers out of it! "H-h-h-h-h-hello. M-m-my n-name is E-e-e-e-rik W-w-w-weir. H-how-how c-c-can I e-earn y-y-y-your b-b-business?" Believe it or not, that's the opening line that drove a young investment broker with a near-debilitating, lifelong stutter into a \$1-million-per-year income by age thirty. And that incredible level of success was just the beginning! In his debut book *Who's Eating Your Pie?* leader and speaker Erik Weir opens the playbook that's led him to unbelievable success as an entrepreneur, investor, film producer, and real estate developer. He tackles the tough questions today's young professionals are asking, such as: Can anyone build wealth, no matter where they're starting from? Is it moral for me to want to build wealth? What does it mean to be "rich"? How can I build real wealth as a salaried employee? How can I build wealth for myself and others as an entrepreneur? What steps should I take each day to ensure I'm moving forward toward my wealth-building goals? What is the stock market and how does it work? Can I get rich with just a 401(k)? How does real estate investing work? Where does philanthropic giving fit into my wealth-building plan? Erik Weir has helped some of the wealthiest

people in the country answer these questions, from multi-Grammy-winning musical artists to CEOs of some of America's biggest companies to world-renowned professional athletes. Now, he wants to do the same for you, offering you the same advice and guidance he's given to millionaires and billionaires for the past three decades.

Bigger Bolder Baking - Gemma Stafford 2019

More than 100 accessible, flavor-packed recipes, using only common ingredients and everyday household kitchen tools, from YouTube celebrity Gemma Stafford

The Fairshare Model - Karl Sjogren 2019-04-25

The Fairshare Model is an idea for a performance-based capital structure that redefines capitalism at the DNA level, where ownership interests are set. When used to raise venture capital via an IPO, it balances and aligns the interests of investors and employees--capital and labor. Author Karl Sjogren utilizes highly approachable language, humor, and analogies, along with insights about capital markets. The result is an eclectic, yet inviting discussion that might occur in a graduate-level symposium on economics, finance, and philosophy. This groundbreaking book focuses on startup valuations--microeconomics. But it also considers the macroeconomic implications of the Fairshare Model for economic growth, income inequality, and shared stakeholding, as well as game theory and financing of blockchain projects. The Fairshare Model has two classes of stock--both vote but only one is tradable. --Investors get the tradable stock. Employees get it too, for actual performance. --For future performance, employees get the non-tradable stock; it converts to the tradable stock based on milestones. With this structure, public investors are more likely to profit when they invest in a company with high failure risk--because they have less valuation risk. By offering a better form of capitalism, The Fairshare Model is a movement book for our times.

Budget Bytes - Beth Moncel 2014-02-04

The debut cookbook from the Saveur blog award-winning Internet expert on making eating cheap dependably delicious As a college grad during the recent great recession, Beth Moncel found herself, like so many

others, broke. Unwilling to sacrifice eating healthy and well—and armed with a degree in nutritional science—Beth began tracking her costs with obsessive precision, and soon cut her grocery bill in half. Eager to share her tips and recipes, she launched her blog, Budget Bytes. Soon the blog received millions of readers clamoring for more. Beth's eagerly awaited cookbook proves cutting back on cost does not mean cutting back on taste. Budget Bytes has more than 100 simple, healthy, and delicious recipes, including Greek Steak Tacos, Coconut Chicken Curry, Chorizo Sweet Potato Enchilada, and Teriyaki Salmon with Sriracha Mayonnaise, to name a few. It also contains expert principles for saving in the kitchen—including how to combine inexpensive ingredients with expensive to ensure that you can still have that steak you're craving, and information to help anyone get acquainted with his or her kitchen and get maximum use out of the freezer. Whether you're urban or rural, vegan or paleo, Budget Bytes is guaranteed to delight both the palate and the pocketbook.

21 Secrets of Successful Startups - Sam Wong 2019-04-08

95% of startups fail or dramatically miss expectations. Great execution maximizes the likelihood of success. Industry experts frequently emphasize the importance of great execution. But what exactly does great execution look like? How does one turn a goal into real-life action? Entrepreneurs and investors aim for world-class execution, but the poor hit rate on venture capital investments - about 5% - exposes how few founders actually execute well. In order for companies to excel at execution, dozens of business functions and processes must be built well. Great execution provides a solid foundation for entrepreneurs to build their enterprises and their lives. 21 Secrets of Successful Startups provides direction, frameworks, and tools to help founders build successful startup companies. Drawing from over 30 years of experience and five different startup ventures - including both successes and failures - Sam Wong provides advice on execution, fundraising, and talent development. With the consistent stress inherent with startup life, the author also provides guidance to help founders thrive personally. Where most business books focus only on professional matters, Sam crosses

over and offers perspectives, gleaned from his own challenges, to help entrepreneurs thrive in their personal lives as well. If you currently lead, advise, or invest in a startup, *21 Secrets of Successful Startups* provides key tools to build the foundation needed to support both your company and your quality of life.

Drawdown - Paul Hawken 2017-04-18

• New York Times bestseller • The 100 most substantive solutions to reverse global warming, based on meticulous research by leading scientists and policymakers around the world “At this point in time, the *Drawdown* book is exactly what is needed; a credible, conservative solution-by-solution narrative that we can do it. Reading it is an effective inoculation against the widespread perception of doom that humanity cannot and will not solve the climate crisis. Reported by-effects include increased determination and a sense of grounded hope.” —Per Espen Stoknes, Author, *What We Think About When We Try Not To Think About Global Warming* “There’s been no real way for ordinary people to get an understanding of what they can do and what impact it can have. There remains no single, comprehensive, reliable compendium of carbon-reduction solutions across sectors. At least until now. . . . The public is hungry for this kind of practical wisdom.” —David Roberts, *Vox* “This is the ideal environmental sciences textbook—only it is too interesting and inspiring to be called a textbook.” —Peter Kareiva, Director of the Institute of the Environment and Sustainability, UCLA In the face of widespread fear and apathy, an international coalition of researchers, professionals, and scientists have come together to offer a set of realistic and bold solutions to climate change. One hundred techniques and practices are described here—some are well known; some you may have never heard of. They range from clean energy to educating girls in lower-income countries to land use practices that pull carbon out of the air. The solutions exist, are economically viable, and communities throughout the world are currently enacting them with skill and determination. If deployed collectively on a global scale over the next thirty years, they represent a credible path forward, not just to slow the earth’s warming but to reach drawdown, that point in time when greenhouse gases in the

atmosphere peak and begin to decline. These measures promise cascading benefits to human health, security, prosperity, and well-being—giving us every reason to see this planetary crisis as an opportunity to create a just and livable world.

The Hoosier Mama Book of Pie - Paula Haney 2013-08-13

Making a delicious pie has never been easier with this extensive cookbook from the popular Chicago bakery. When Paula Haney first opened the Hoosier Mama Pie Company on March 14, 2009 (Pi day, appropriately enough), she worried whether her new business could survive by specializing in just one thing. But with a line around the block, Paula realized she had a more immediate problem: had she made enough pie? The shop closed early that day, but it has been churning out plenty of the Chicago’s most delectable pies ever since. Specializing in hand-made, artisanal pies that only use locally sourced and in-season ingredients, Hoosier Mama Pie Company has become a local favorite and a national destination gaining praise from *Bon Appetit*, the *Food Network*, and *Food & Wine* as one of the top pie shops in the country. Now, *The Hoosier Mama Book of Pie* delivers all the sumptuous secrets of buttery crusts, fruity fillings, creams and custards, chess pies, over-the-top pies, and even the stout and hearty savory pie. The practically oriented, easy-going, and accessible style of this book will help bakers both new and old make the perfect pie for every occasion. On top of all of this, *The Hoosier Mama Book of Pie* also includes tips on technique, fascinating historical anecdotes, and an emphasis on special seasonal recipes, as well as quiches, hand pies, and scones. This beautifully photographed and designed book has the classic retro feel of the mid-20th century golden age of pie, and all the warmth and personality of the Hoosier Mama Pie Co.’s cozy Chicago storefront. The focus on using local produce and employing the farm-to-table philosophy gives the book a contemporary twist, helping home bakers make the freshest, most delicious pies imaginable. Now readers can take a little piece of the Hoosier Mama Pie Company anywhere they go. Praise for the Hoosier Mama Book of Pie “Paula Haney . . . just put out a massive cookbook with her recipes . . . and it’s something very special. The almost-400-page

tome details Hoosier Mama's opening and development, as well as Haney's recipes for everything from crust to biscuits to custard fillings. The photos make everything look delicious and, to the above-average baker, everything seems relatively easy to execute." —Marah Eakin, The AV Club "Everything you could possibly want to know about proper pie making is covered . . . No facet of the process is too humble for discussion; the merits of salt in the crust is given as much thought as the best way to combine butter and flour. If you've ever wanted to learn the right way to crimp a pie, or how to make lattice work actually work, this is the book for you." —Serious Eats, naming Hoosier Mama a top dessert cookbook of 2013

Gluten-Free on a Shoestring - Nicole Hunn 2011-02-22

Gluten-free cooking has never been this easy—or affordable! Tired of spending three times as much (or more) on gluten-free prepared foods? If you're ready to slash the cost of your grocery bill, you've come to the right place. In *Gluten-Free on a Shoestring*, savvy mom Nicole Hunn shows how every gluten-free family can eat well without breaking the bank. Inside this comprehensive cookbook, you'll find 125 delicious and inexpensive gluten-free recipes for savory dinners, favorite desserts, comfort foods, and more, plus Nicole's top money-saving secrets. Recipes include: Apple-Cinnamon Toaster Pastries • Focaccia • Spinach Dip • Ricotta Gnocchi • Chicken Pot Pie • Szechuan Meatballs • Tortilla Soup • Baked Eggplant Parmesan • Never-Fail White Sandwich Bread • Banana Cream Pie with Graham Cracker Crust • Blueberry Muffins • Cinnamon Rolls • Perfect Chocolate Birthday Cake With advice on the best values and where to find them, meal planning strategies, and pantry-stocking

tips, *Gluten-Free on a Shoestring* is your essential guide. Never fall victim to the overpriced, pre-packaged gluten-free aisle again. Roll on by—happier, healthier, and wealthier.

Pilot to Profit - Lisa Larter 2016-01-05

Ready to generate sales, build brand buzz, and watch your cash flow soar? Entrepreneurs, prepare for takeoff! *Pilot to Profit* clears up the confusion of modern entrepreneurship—so you can build a smart, successful, and sustainable business with sky-high returns. If you find yourself overwhelmed with questions—Do I really need to be on Instagram, Facebook and Twitter? How do these other people command such high fees (and how can I)? How do I double my profits this year without doubling the work?—this book can provide answers to help you get unstuck, as well as proven strategies to help your business get found and turn connections into paying customers, whether you're an established enterprise or just starting out. Learn how to: Gain a stronger money mindset and stop sabotaging your ability to be paid what you're worth for the work you do Set your money-making "radar" on high alert Create a clearly defined business model that maximizes what comes in, with less effort put out Find the right channels to grow your business so you can reach more people Create content that raises your credibility and puts you on the map (because without great content, your business might never be found) Use email and social media to grow your fan base Lastly, you'll walk away understanding how to sell what you do, whom to sell it to, and precisely how to find and connect with those people. This book takes you step-by-step on your journey to building a successful, profitable business you love. With *Pilot to Profit*, you're officially cleared for takeoff.