

Startup Deck

Rajat Bhargava, Will Herman

Get Backed Evan Baehr, Evan Loomis, 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.

The Pitch Deck Book Tim Cooley, 2021-01-09 The Pitch Deck Book is a step by step guide to raising seed capital from Venture Capital and Angel investors. This guide was built by Tim Cooley who has spent more than 10 years screening deals and raising more than \$200M in seed and early-stage capital for over 100+ companies. The Pitch Deck Book is hands-down the clearest, simplest, and most concise guide ever written to creating and delivering an effective startup fundraising pitch. Three hours spent reading and applying the lessons in Tim Cooley's book will save you thirty hours of well-meaning-but-ineffective feedback from random advisors. Tim comes from the perspectives of both a founder and an investor, and as the Executive Director of a highly regarded angel group, he is EXACTLY the audience your pitch is aimed at. Founders around the world (not to mention investors who have to sit through awful pitches!) owe him an enormous debt of gratitude.—David S. Rose, The Pitch Coach, author of The Startup Checklist and Angel Investing, founder of New York Angels.

Inside The Pitch Deck Book, you will find a guide to creating all the key elements you will need to engage investors. You will learn everything you need to do before you ever set up a meeting. You will learn the best format to present your business so that investors will get excited about your business. Finally, you will be shown a number of actual pitch decks with some of the most common issues that most founders come across when they pitch. Not only do you see the actual decks used, but also the feedback on how to fix them. If you do not want to be the 99% of companies who never get funded and are looking for the most comprehensive way to present your business to investors, this is the book for you. For more information and to get a FREE one-pager builder go to my website: TIMLCOOLEY.CO

How Good Is My Pitch Deck? Keane Angle, 2023-04-13 How good is my pitch deck? Probably not as good as it could be. Crafting a compelling pitch deck that stands out from tens of thousands of other startups often requires endless revisions, late nights, and too much coffee to get it right. Keane Angle has mastered the art and science of pitch decks. Since 2020, Keane and his team at STORY Pitch Decks have helped raise over \$250 million in early-stage funding at a rate 40 times higher than the industry average of 1%. And now, he's sharing his winning frameworks with you. In *How Good Is My Pitch Deck?* startup founders will learn how to take their existing pitch deck and crank the power up to eleven with proven and actionable frameworks. Founders will learn how to... Identify the most powerful parts of your business Evaluate how compelling your startup's story is to investors Pinpoint and mitigate the biggest weakness of your pitch Ideally position your startup within any industry Focus your pitch messaging around a single direction Strengthen key attributes to align with that direction Adjust your overall business strategy to win long-term Eliminate unnecessary fluff at every level of your pitch Navigate investor feedback after you've pitched a few times **BONUS:** This book includes a FREE digital companion kit! 2x full-length, fully designed before/after example pitch decks 3x one-page cheat sheets that summarize the book's key concepts Transform your pitch into a multi-million dollar deck today by grabbing your copy of *How Good Is My Pitch Deck?* Learn more about the author <https://storypitchdecks.com>

Get Backed Evan Baehr, Evan Loomis, 2015 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.

On Startups: Advice and Insights for Entrepreneurs Dharmesh Shah, 2012-12-09 Note from the Author Hi, my name is Dharmesh, and I'm a startup addict. And, chances are, if you're reading this, you have at least a mild obsession as well. This book is based on content from the OnStartups.com blog. The story behind how the blog got started is sort of interesting—but before I tell you that story, it'll help to understand my earlier story. As a professional programmer, I used to work in a reasonably fun job doing what I liked to do (write code). Eventually, I got a little frustrated with it all, so at the ripe old age of 24, I started my first software company. It did pretty well. It was on the Inc. 500 list of fastest growing companies three times. It reached millions of dollars of

sales and was ultimately acquired. I ran that first company for over 10 years working the typical startup hours. When I sold that company, I went back to school to get a master's degree at MIT. I've always enjoyed academics, and I figured this would be a nice "soft landing" and give me some time to figure out what I wanted to do with my life. As part of my degree requirements, I had to write a graduate thesis. I titled my thesis "On Startups: Patterns and Practices of Contemporary Software Entrepreneurs." And, as part of that thesis work, I wanted to get some feedback from some entrepreneurs. So, I figured I'd start a blog. I took the first two words of the thesis title, "On Startups," discovered that the domain name OnStartups.com was available, and was then off to the races. The blog was launched on November 5, 2005. Since then, the blog and associated community have grown quite large. Across Facebook, LinkedIn, and email subscribers, there are over 300,000 people in the OnStartups.com audience. This book is a collection of some of the best articles from over 7 years of OnStartups.com. The articles have been topically organized and edited. I hope you enjoy them.

Pitch Decks for Founders John Biggs, 2023-04-21 Send me your deck. Every founder has heard this and, if you're not prepared, the result is often fear and confusion. What's a deck? Is it a presentation? A document? A business plan? What should go in your deck? How should you write it? Who should write it? What does a modern deck look like? And then there are all of the ancillary questions: How do I present it? Who should present it? And what if I send it out and someone steals my idea? Don't worry. Everything will be explained in this short book. Our goal is to make you a pitching superstar by offering you two types of pitch decks and some advice on how to give the best pitches on the block. About The Author Your guide, John Biggs, has heard and given thousands of pitches during his career and his work has raised millions of dollars for various startups. He is a 15-year veteran of TechCrunch and an entrepreneur who has built and funded six successful startups.

The Startup Playbook Rajat Bhargava, Will Herman, 2020-06-23 Get the real guidance you need to create and build your first startup company from founders who have been there many times before. The first run printing of The Startup Playbook SOLD OUT! So, we revised, expanded, and improved this second edition, including a new foreword by Brad Feld, author of Venture Deals. We still give our personal, how-to guide for building your startup from the ground up. You'll find a collection of the major lessons and shortcuts we've learned that will shift the odds in your favor. We're sharing our tips, secrets, and advice in a frank, founder-to-founder discussion with you. We make no bones about our bias. We're on your side, the founder's side. While venture capitalists, investors, and accelerators/incubators can add great value in the startup ecosystem, this book isn't about their points of view. We'll tell you where our interests as founders diverge from those on the other side of the table—investors, bankers, advisors, board members, and others—and what to do when that happens. The Startup Playbook is not a recipe, it's not a template, it's not a list of tasks to do. It's our insider's guide to starting a company and running it successfully in those critical early months. Between us, we've started over a dozen high-tech software companies and raised over \$500 million in investment capital. We've acquired over thirty-five companies, had three of our startups go public, sold six of them, and we made billions of dollars for shareholders. We've also invested in over eighty startups, advised and mentored over two hundred companies and actively worked with venture capitalists (VCs), incubators, and accelerators to help launch many other new startups. We've had plenty of failures, too. And we've probably learned more from those than from the successes. We share those lessons as well. The Startup Playbook is full of our advice, guidance, do's, and don'ts from our years of experience as founders many times. We want to share our hard-earned knowledge with you to make success easier for you to achieve. This book is extraordinarily fresh and exciting. In an accessible, straight talk fashion, this book is a manual, and an

inspiration. The Startup Playbook is smart and avoids the 'I am so smart' over-writing endemic to the genre. Read this as it is presented. You'll be doing yourself a tremendous favor. -Amazon Reviewer

The Keynote Pitch Deck Scott La Counte, 2019-07 You're a young company. You have an idea. You have a dream. Your pitch deck can make or break you! As someone who has successfully raised capital from a multi-billion dollar corporation, you can trust me when I tell you this: your pitch deck is not something you want to mess around with. A huge percent of the time you invest in putting your business together should be spent on your pitch. My experience with pitching came as part of a startup accelerator. In the program, seven teams went through an intensive business bootcamp where we fine-tuned our businesses and talked to investors. At the end of the program, you pitched your business and hoped someone would make you an offer to invest in your company. There were great companies in the program. In my opinion, all were worthy of an investment. But you know how many got it? Just my team. There's a number of things that went into this, and everything wasn't completely centered around the pitch. But the pitch played a big part of it. So how do you create a pitch-perfect pitch? Let's get started!

Startup, Scaleup, Screwup Jurgen Appelo, 2019-04-16 Real-world tools to build your venture, grow your business, and avoid mistakes Startup, Scaleup, Screwup is an expert guide for emerging and established businesses to accelerate growth, facilitate scalability, and keep pace with the rapidly changing economic landscape. The contemporary marketplace is more dynamic than ever before—increased global competition, the impact of digital transformation, and disruptive innovation factors require businesses to implement agile management and business strategies to compete and thrive. This indispensable book provides business leaders and entrepreneurs the tools and guidance to meet growth and scalability challenges head on. Equal parts motivation and practical application, this book answers the questions every business leader asks from the startup ventures to established companies. Covering topics including funding options, employee hiring, product-market validation, remote team management, agile scaling, and the business lifecycle, this essential resource provides a solid approach to grow at the right pace and stay lean. This book will enable you to: Apply 42 effective tools to sustain and accelerate your business growth Avoid the mistakes and pitfalls associated with rapid business growth or organizational change Develop a clear growth plan to integrate into your overall business model Structure your business for rapid scaling and efficient management Startup, Scaleup, Screwup: 42 Tools to Accelerate Lean & Agile Business Growth is a must-read for entrepreneurs, founders, managers, and senior executives. Author Jurgen Appelo shares his wisdom on the creative economy, agile management, innovation marketing, and organizational change to provide a comprehensive guide to business growth. Practical methods and expert advice make this book an essential addition to any business professional's library.

The Art of the Start Guy Kawasaki, 2004 A new product, a new service, a new company, a new division, a new anything - where there's a will, Kawasaki shows the way with his essential steps to launching one's dreams.

Hit the Deck David Ronick, 2010-05 Hit the Deck shows entrepreneurs the right way to create business plans, following best practices used at top business schools, and with leading angel and venture capital investors. The book provides step-by-step instructions on how to think through new business ideas, and prepare concise, compelling business plan presentations. As a result, founders can plan faster, pitch more effectively, and modify their plans more easily as they get feedback from advisors and investors. Hit the Deck includes interviews with sophisticated investors, like Ted Schlein at Kleiner Perkins, and with successful entrepreneurs, like Tommy Hilfiger.

The Art of Startup Fundraising Alejandro Cremades, 2016-03-31 Startup money is moving online, and this guide

shows you how it works. The Art of Startup Fundraising takes a fresh look at raising money for startups, with a focus on the changing face of startup finance. New regulations are making the old go-to advice less relevant, as startup money is increasingly moving online. These new waters are all but uncharted—and founders need an accessible guide. This book helps you navigate the online world of startup fundraising with easy-to-follow explanations and expert perspective on the new digital world of finance. You'll find tips and tricks on raising money and investing in startups from early stage to growth stage, and develop a clear strategy based on the new realities surrounding today's startup landscape. The finance world is in a massive state of flux. Changes are occurring at an increasing pace in all sectors, but few more intensely than the startup sphere. When the paradigm changes, your processes must change with it. This book shows you how startup funding works, with expert coaching toward the new rules on the field. Learn how the JOBS Act impacts the fundraising model Gain insight on startups from early stage to growth stage Find the money you need to get your venture going Craft your pitch and optimize the strategy Build momentum Identify the right investors Avoid the common mistakes Don't rely on the how we did it tales from superstar startups, as these stories are unique and applied to exceptional scenarios. The game has changed, and playing by the old rules only gets you left behind. Whether you're founding a startup or looking to invest, The Art of Startup Fundraising provides the up-to-the-minute guidance you need.

Startup Pitch Presentation Maurizio La Cava, 2018-06-15 Forget the old concept of pitching with the fear of investor's reaction. Your pitch is even more important than your startup project, it's time to stop talking and start communicating. Whether you need to raise early stage funding or a round A or B, the Startup Pitch is the blueprint. This step-by-step guide to startup pitch design teaches: - HOW the well known unicorns successfully ran stellar fund raising campaigns - HOW to structure a powerful presentation flow - HOW to master the art of persuading an audience of investors - HOW to capture investor's attention and get funded - HOW to stand in front of the crowd being calm and keeping the situation under control. The author is the Startup Pitch Strategist at Polihub Startup District Incubator in Milan, Italy, founder and CEO of the Italian leading Presentation Design Agency named MLC Presentation Design Consulting (mauriziolacava.com), part of the yCombinator and StartupChile Alumni.

Pitching Hacks: How to Pitch Startups to Investors Babak Nivi, Venture Hacks Staff, Naval Ravikant, 2009-12-22 How to raise money from VCs and angel investors. We've founded companies like Epinions; helped start companies that are backed by Sequoia, Benchmark, and Kleiner Perkins; raised \$100M or so for startups; and invested another \$20M in about 12 companies. This book summarizes some of the lessons we've learned about pitching companies to investors.

The Startup Protocol Sally Ann Frank, 2024-03-01 There are lots of founders and lots of ideas floating around to help improve the delivery of healthcare services and positively affect the health of each of us as individuals, as well as groups of patients afflicted by chronic or acute diseases. Unfortunately, many of these ideas never reach their full potential to improve patient outcomes or reduce costs of care. Sometimes, it's because the idea isn't feasible or scalable. Sometimes, it's because the market isn't ready, or regulators aren't ready. And sometimes, it's just because the founder or founding team has a blind spot (or two). Not only do these hidden blind spots ensure their failure, but in many cases, with better planning or a greater, more holistic understanding of the market forces, the blind spot can be overcome. Or better yet, the founder can realize that their idea is doomed from the start and consider other, better options to solve the problem they are attacking. The goal of this book is to help founders and their teams identify blind spots and avoid the most common pitfalls of starting a digital

health company. Having spent time with founders, VC companies, and most importantly, prospective digital health startups, patterns have emerged regarding those startups that are successful and those that die an often slow and painful death. While not a recipe for guaranteed success, having a guidebook of sorts can help navigate the perils associated with building a digital health company and can very likely improve the odds of success. The book will go through the typical life cycle of an early-stage company, from ideation to the first few customer deals, and highlight best practices for tackling the challenges at each stage including: ■ What problem are you trying to solve? ■ And why are you trying to solve this problem? ■ Who will help you build the solution and company? ■ How will you build the solution? ■ How will you pitch your company? ■ How will you sell your solution? ■ And, what does success look like to you, your stakeholders, and your customers?

Lean B2B Étienne Garbugli, 2022-03-22 Get from Idea to Product/Market Fit in B2B. The world has changed. Nowadays, there are more companies building B2B products than there's ever been. Products are entering organizations top-down, middle-out, and bottom-up. Teams and managers control their budgets. Buyers have become savvier and more impatient. The case for the value of new innovations no longer needs to be made. Technology products get hired, and fired faster than ever before. The challenges have moved from building and validating products to gaining adoption in increasingly crowded and fragmented markets. This, requires a new playbook. The second edition of *Lean B2B* is the result of years of research into B2B entrepreneurship. It builds off the unique *Lean B2B Methodology*, which has already helped thousands of entrepreneurs and innovators around the world build successful businesses. In this new edition, you'll learn: - Why companies seek out new products, and why they agree to buy from unproven vendors like startups - How to find early adopters, establish your credibility, and convince business stakeholders to work with you - What type of opportunities can increase the likelihood of building a product that finds adoption in businesses - How to learn from stakeholders, identify a great opportunity, and create a compelling value proposition - How to get initial validation, create a minimum viable product, and iterate until you're able to find product/market fit This second edition of *Lean B2B* will show you how to build the products that businesses need, want, buy, and adopt.

Pitch Perfect Haje Jan Kamps, 2020-08-25 You have a home-run startup idea and a whip-smart team to execute it. Everything should be in place to kick-start your company and secure funding. However, there is one more step that can make or break the entire deal: the pitch. Founders everywhere struggle to nail the perfect pitch to garner VC backing, and this book is here to help. *Pitch Perfect* by Haje Jan Kamps expertly teaches you how to tell your startup's story. To raise venture capital, it is absolutely crucial that your foundation is a story that is accessible, compelling, and succinct. Kamps uses his invaluable experiential knowledge to guide you through your presentation, from slide deck specifics to storytelling details to determining a fundamental philosophy for your business. In the process of creating and formulating a pitch deck and the story to go with it, founders often discover deep flaws in their business idea. Perhaps the market is non-existent. It could be that the "problem" isn't worth solving. Maybe the idea is so simple that it would be too easy to copy. Maybe it's already been done, or the team simply is not up to the job. *Pitch Perfect* has all of those bases covered so that you can excel. How do you convince an institutional investor to part with their money and fund your company? The small block of time you are given for a pitch holds your startup's future in its grasp. Learn how to craft your startup story in a way that will get people to lean into your message with *Pitch Perfect*. Your dream is only one pitch away.

Creating a Customer Experience-Centric Startup Thomas Suwelack, Manuel Stegemann, Feng Xia Ang, 2022-02-01 This book explains how startups and brands in general can achieve a high level of customer experience (CX) in today's

dynamic and competitive times. A well-structured and easy to apply customer experience framework defines customer experience as the start and end point of all business activities. The framework steps and tools (such as NPS, Empathy Map, Customer Journey, Golden Circle, Design Thinking, A/B-Testing) are designed to have a maximum impact on successful company building and the customer experience, which is key to generate first and repeat buyers that become fans of the company. The tools originate from different disciplines, such as management, design, digitisation or psychology - as only an interdisciplinary approach enables superior insights for initiating the right customer activities in today's highly competitive times. With this book, it is possible to look at customer experience systematically and derive your own strategy towards success. The following are the main contributions of this book:

- Provides a clear step-by-step guide to create a customer experience-centric company
- Introduces most impactful tools that managers can use to successfully complete every step of our framework
- Guides managers through the process of creating a start-up, which is less about magically coming up with innovative business ideas, but rather about applying proven principles in a new context

Get Your Venture Backed with Persuasive Data Viz Scott Berinato, Evan Baehr, Evan Loomis, 2019-01-01 Communicating your idea in a clear, compelling, and persuasive manner is critical when trying to launch a new venture. This Harvard Business Review collection brings together two popular books to help you craft your story, design better visualizations, impress your audience, and turn your idea into reality. Understanding and using data viz to persuade is a must-have skill for anyone in business today--especially if you're launching a new venture. In *Good Charts*, dataviz maven Scott Berinato provides an essential guide to how visualization works. Berinato lays out a system for thinking visually and building better charts through a process of talking, sketching, and prototyping. How do you launch the venture of your dreams? In *Get Backed*, entrepreneurs Evan Baehr and Evan Loomis argue that it's not just about securing startup funding. It's about building the right relationships, crafting a compelling story, and creating the perfect pitch deck. Filled with proven tips, exercises, and templates, this book shows the process for how to successfully communicate your vision. *Good Charts* will help you turn plain, uninspiring charts that merely present information into smart, effective visualizations that powerfully convey ideas. *Get Backed* will show you exactly what it takes to get funded and will give you the tools to launch a new venture. Together, these books will help you bring your idea to life.

The Startup Playbook Rajat Bhargava, Will Herman, 2020-06-23 Get the real guidance you need to create and build your first startup company from founders who have been there many times before. The first run printing of *The Startup Playbook* SOLD OUT! So, we revised, expanded, and improved this second edition, including a new foreword by Brad Feld, author of *Venture Deals*. We still give our personal, how-to guide for building your startup from the ground up. You'll find a collection of the major lessons and shortcuts we've learned that will shift the odds in your favor. We're sharing our tips, secrets, and advice in a frank, founder-to-founder discussion with you. We make no bones about our bias. We're on your side, the founder's side. While venture capitalists, investors, and accelerators/incubators can add great value in the startup ecosystem, this book isn't about their points of view. We'll tell you where our interests as founders diverge from those on the other side of the table--investors, bankers, advisors, board members, and others--and what to do when that happens. *The Startup Playbook* is not a recipe, it's not a template, it's not a list of tasks to do. It's our insider's guide to starting a company and running it successfully in those critical early months. Between us, we've started over a dozen high-tech software companies and raised over \$500 million in investment capital. We've acquired over thirty-five companies, had three of our startups go public, sold six of them, and we made billions of dollars for shareholders. We've also invested

in over eighty startups, advised and mentored over two hundred companies and actively worked with venture capitalists (VCs), incubators, and accelerators to help launch many other new startups. We've had plenty of failures, too. And we've probably learned more from those than from the successes. We share those lessons as well. The Startup Playbook is full of our advice, guidance, do's, and don'ts from our years of experience as founders many times. We want to share our hard-earned knowledge with you to make success easier for you to achieve. This book is extraordinarily fresh and exciting. In an accessible, straight talk fashion, this book is a manual, and an inspiration. The Startup Playbook is smart and avoids the 'I am so smart' over-writing endemic to the genre. Read this as it is presented. You'll be doing yourself a tremendous favor. –Amazon Reviewer

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9. Balancing eBooks and Physical Books Startup Deck
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Startup Deck Introduction

Free PDF Books and Manuals for Download: Unlocking Knowledge at Your Fingertips In todays fast-paced

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 was married to mohandas gandhi

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