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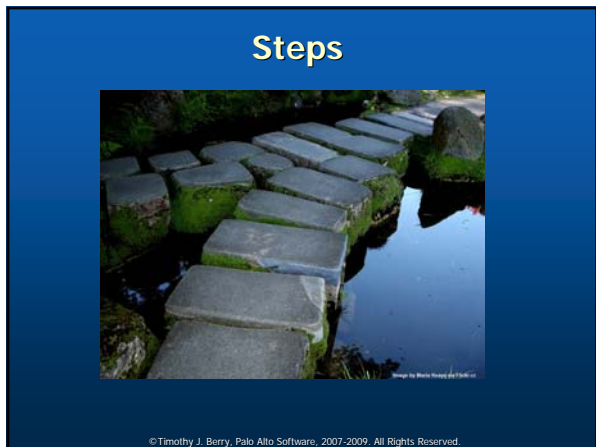
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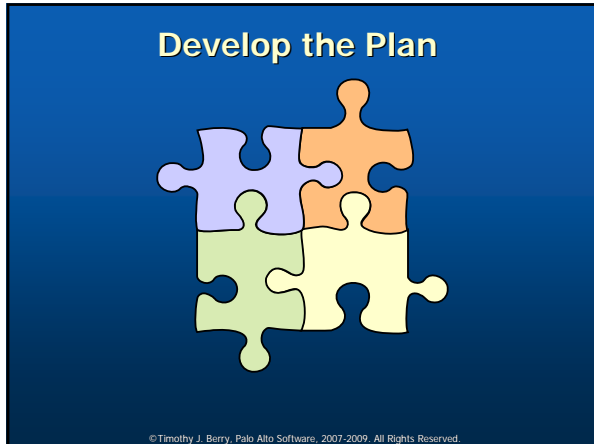
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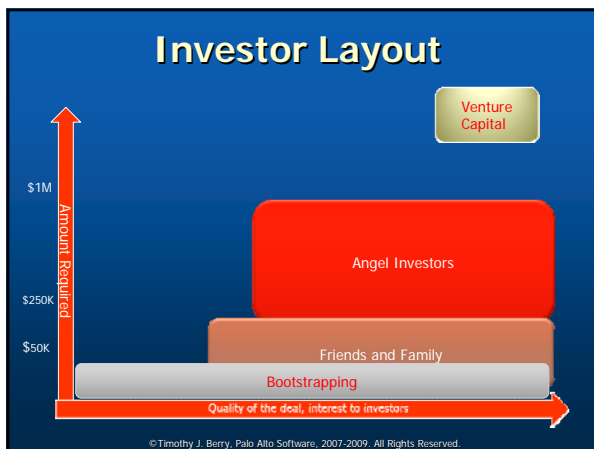
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### What Investors Want



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### Venture Capital



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### Angel Investors



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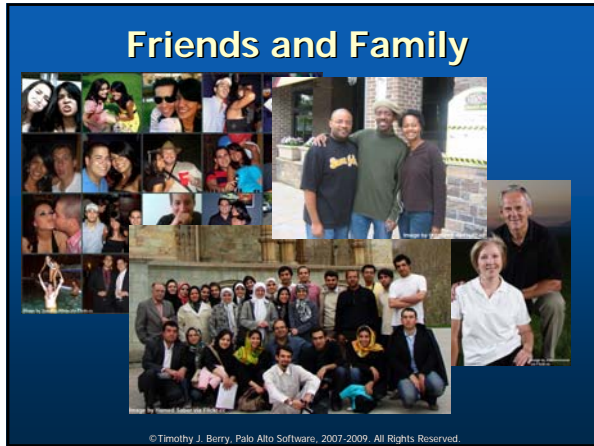
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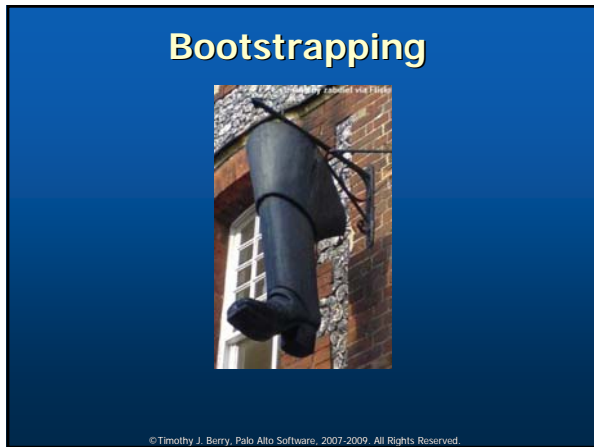
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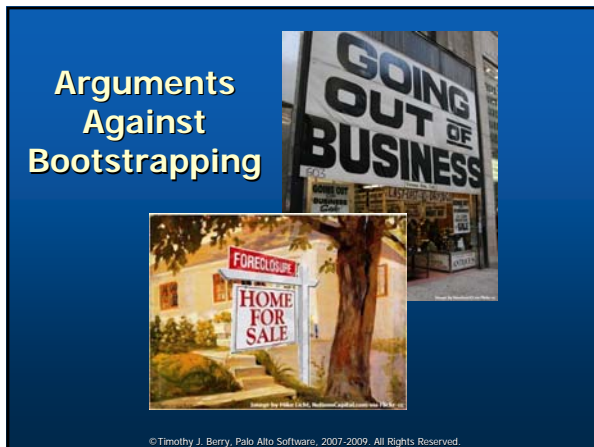
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## Borrowing the Money



Image by Consultant via Flickr

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## The Investment Filter



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## Business Valuation

- Worth?
- Formulas
- Negotiations
- Stocks
- Want ads



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## Session 8 - Getting Financed

### Valuation

	2008	2009	2010	Multiple	Valuation
Sales	\$3,000	\$3,300	\$3,630	2	\$6,600
Profits	\$350	\$385	\$424	8	\$3,080
Book value	\$120	\$132	\$145	1	\$132
Cash flow	\$175	\$193	\$212	30	\$5,775
Growth	10%				

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