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Deal Terms: The Finer Points of Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) Paperback – 1 Jan. 2002 by Alex Wilmerding (Author)

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'Deal Terms' is a solid reference for entrepreneurs with 'need-to-read' (as opposed to 'nice-to-read') information regarding venture financing deals. I find Wilmerding's interviews with various relevant players (e.g. legal counsellor, venture capitalist, entrepreneur) to be a good differentiator of the book; the quick analysis of actual term sheet is also pragmatic.

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"Deal terms are a huge issue for most entrepreneurs; this is a really important resource." Andrew McKee, General Partner, Webster Capital -An indispensable reference for entrepreneurs and finance professionals--, Clifford Schorer, Entrepreneur in Residence, Columbia Business School

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Deal Terms is the first ever in-depth look at valuations, preferred stock, stock options and other variables that affect deal structure, written by Alex Wilmerding (a venture capitalist at Boston Capital Ventures and best selling author of Term Sheets &

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Definition of finer points in the Idioms Dictionary. finer points phrase. What does finer points expression mean? Definitions by the largest Idiom Dictionary. ... While O'Neill has agreed the finer points of an 18-month deal, negotiations to add Keane to the ticket were continuing last night. Mart (& Roy?) off to Forest; O'Neill & Keane link up ...

~~Finer points — Idioms by The Free Dictionary~~
Deal Terms offers the finer points of venture capital deal structures, valuations, term sheets, stock options, and other variables to help you get the deal done. It includes:
Valuation methodology and analysis.
Assessment of stock option programs and their impact on valuations and capital structures.
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Understanding Letters of Intent (LOI) LOIs are useful when two parties are initially brought together to hammer out the broad strokes of a deal before the finer points of a transaction are resolved.

~~Letter of Intent (LOI)~~

'He had to know the finer points of how to get a web site noticed.' 'After all, the finer points of fiscal autonomy are not generally discussed down the local bar.' 'On Talkback Gardening, local rose expert, Dean Stringer, explained the finer points of pruning a bush rose and a standard.'

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Therefore, you'll always be able to pick out the definition of "finer points" because it must have context as to which topic's finer points are being discussed. Even if someone is making a play on words -- "discussing the finer points of arrow making" -- there will be context for the pun.

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