

EXERCISE

RAISING VENTURE CAPITAL

Background

One of your old classmates from law school tells you that about a year ago she and a partner started a new company. Things are going very well - they're through the proof of concept stage, have several paying customers and feedback has been positive.

They're now considering raising venture capital, and they want you to be their lawyer if they're able to get a term sheet from a VC firm.

The problem is that neither of them has any experience raising venture capital. They asked if they could meet with you to get a general idea of the process of raising venture capital so that they can know what to expect.

Instructions

Think about the key things that you think the founders should know about the process of raising venture capital and come prepared to discuss.