

# Entrepreneurial Finance, Third Edition: Finance and Business Strategies for the Serious Entrepreneur: Finance and Business Strategies for the Serious Entrepreneur

Steven Rogers, Roza Makonnen

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This exciting update covers all the major topics that have made *Entrepreneurial Finance* the definitive book on the subject--from understanding financial statements and measuring cash flow to making a company profitable, valuing a company, and raising additional debt and equity capital--as well as brand-new, need-to-know information about:

- Marketing your crowdfunding campaign to finance not only technology companies, but also arts, sciences, biotechnology, and community development organizations
- Pursuing "intrapreneurship," or the financing of growth within an existing company using a mindset of entrepreneurship
- The "Entrepreneurship Spectrum," or the many ways to pursue your dreams of running your own company
- Discovering sources of debt and equity capital for the fast-growing millions of women and minority business owners

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- Business plans -- What they are, what they can do, how to prepare them
- Financial statements -- How to develop them, how to analyze them
- Money -- Where and how to find it, techniques for maintaining positive cash flow

This new edition brings you fully up to date with important new information on what to do and what to avoid when it comes to crowdsourcing, "intrapreneurship," and debtand equity capital, and it provides case studies of companies that were successfully launched during recessions.

Working for yourself will be the toughest job you ever have, but Entrepreneurial Finance makes it easier by giving you a single resource packed with the latest research and step-by-step guidelines for what must be done, how to do it, and what to do when things go wrong.



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