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themselves author JP Silva answers these questions and reveals how each of the startups charted their paths to success Startups in Action is equal parts inspirational and practical providing guidance through a foundation of relatability to help cope with situations and surprises experienced during a startup s first year Startup discourse is rife with myths and oversimplification Cut through the noise and learn the events actions and counteractions only attainable from the founders themselves As more and more aspiring entrepreneurs are about to start their journeys the value of knowledge about difficult choices and obstacles that companies face in their first year is critical With Startups in Action you will benefit from the invaluable knowledge of experience and be prepared to face the challenges of building a successful startup What You Will Learn Acquire critical insights from the most successful startups easily available and collated in one book Compare and contrast the first year journey of your startup with that of giants such as Etsy StubHub Fiverr and more Learn how to build better startups by understanding what you should or should not do Who This Book Is For This book is for new and aspiring founders and those curious to learn about the journeys of successful startups The Startup Playbook Rajat Bhargava, Will Herman, 2020-07-08 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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Brown, 2021-05-21 I m lounging in the living room of a vacation home located in the high country of Colorado with a handful of close friends from Boulder We each work for startups of various sizes and maturity We ve rented the home for the weekend to relax in the nearby hot springs and hike local mountain trails as well as set aside time from our harried schedules to discuss our hopes dreams and startup careers As the sun sets and the dry mountain air cools we bundle up with blankets and take turns sharing life updates which especially this particular weekend offer a snapshot into the variety and complexity of startup life Funding Your Startup and Other Nightmares Dhruv Nath, Sushanto Mitra, 2020-09-14 Are you finding it tough to fund your start up Especially in the post COVID 19 world where money is scarce Well then this book is for you It takes you through stories of early stage start ups and how they successfully managed to raise funding Even better it takes you through stories of failures start ups that couldn t raise funding and why After all you can learn as much from failures as you can from successes The authors also interview some of the most accomplished founders in the world of business such as Deep Kalra of MakeMyTrip Yashish Dahiya of PolicyBazaar Dinesh Agarwal of IndiaMART and Sairee Chahal of SHEROES Their stories all come together in a useful PERSISTENT framework which helps make a start up investment ready **Startupland** Mikkel Svane, 2014-11-13 The real story of what it takes to risk it all and go for broke Conventional wisdom says most startups need to be in Silicon Valley started by young engineers around a sexy new idea and backed by VC funding But as Mikkel Svane reveals in Startupland the story of founding Zendesk was anything but conventional Founded in a Copenhagen loft by three thirty something friends looking to break free from corporate doldrums Zendesk Inc is now one of the hottest enterprise software companies still rapidly growing with customers in 150 countries But its success was anything but predestined With revealing stories both funny and frank Mikkel shares how he and his friends bravely left secure jobs to start something on their own how he almost went broke several times how they picked up themselves and their families to travel across the world to California and the unknown and how the three friends were miraculously still together for Zendesk s IPO and still growing success Much like Zendesk s mission itself to remove friction barriers and mystery in order to make customer service easier and more approachable Startupland removes some of the myths about startups and startup founders Mikkel s advice hard won through experience often bucks conventional wisdom and entrepreneurial tropes He shares why failure whether fast or slow is awful why a seemingly boring product or idea can be the most exciting why giving back to the community is as important as the bottom line From how to hire right look for people who are not offended by swearing to which personas generate the highest response rates Mikkel answers the most pressing questions from the perspective of someone still in the trenches and willing to share the hard truth warts and all While there are books by consultants who tell you how to build businesses or by entrepreneurs now running billion dollar businesses there are few books from people still in the trenches who acutely remember the difficult daily decisions the thrill and fears of the early days the problems that scale with growing a business and the reason why they all went on the adventure in the first place Startupland is indispensable reading for all entrepreneurs who want to make their ideas the next big thing The book will inspire and empower you to follow your own dream and create your own story No Vision All **Drive** David Brown, 2019-11-06 Memoirs of an entrepreneur Ever wonder how a startup comes together the people places skills failures and hustle that make it a real business This is the story of David and David two entrepreneurs with lots of energy and less of a roadmap than you might think In 1993 David Cohen and David Brown founded their first company Pinpoint Technologies which grew from a basement startup to a successful multinational company with 50 million in annual sales and over 250 employees Chronicling the story of that company from its beginnings up to 1999 when it was sold to ZOLL and beyond No Vision All Drive is the story of that company and the people who transformed a flat broke shot in the dark concept into a market leading small business This book is not about business it s about people David and David recount their experiences together Insight on how to build a successful startup Turn a seed idea into reality Startup founders and startup employees venture capitalists serial entrepreneurs and anyone with an interest in stories of determination and hard work will Founder's FAQ Ilker Koksal, 2021-03-13 Founder's FAQ is an authentic guide for founders by love No Vision All Drive revealing what works and what doesn t in the predictable journey of the startup It covers the answers to all the possible questions of a founder in a startup journey whether revealing lifesaving principles for the startup's survival path building A teams creating an evolving machine setting up a neat culture or interpreting the true path for the fundraising All the chapters of the book are packed with real life examples from founders who scaled their startups and exited investors of Airbnb Coinbase Deliveroo Gusto HubSpot Instacart Kayak Lyft Opendoor Robinhood Slack Snapchat Snowflake Square

Stripe Twilio Udemy to sales marketing and product leaders of high growth startups This enables you to merge practical knowledge with reality It can undoubtedly be read cover to cover but invites you to open up to any page and digest a quick Lost and Founder Rand Fishkin, 2018-04-24 Rand Fishkin the founder and former CEO of Moz reveals how traditional Silicon Valley wisdom leads far too many startups astray with the transparency and humor that his hundreds of thousands of blog readers have come to love Everyone knows how a startup story is supposed to go A young brilliant entrepreneur has a cool idea drops out of college defies the doubters overcomes all odds makes billions and becomes the envy of the technology world This is not that story It s not that things went badly for Rand Fishkin they just weren t quite so Zuckerberg esque His company Moz maker of marketing software is now a 45 million year business and he s one of the world s leading experts on SEO But his business and reputation took fifteen years to grow and his startup began not in a Harvard dorm room but as a mother and son family business that fell deeply into debt Now Fishkin pulls back the curtain on tech startup mythology exposing the ups and downs of startup life that most CEOs would rather keep secret For instance A minimally viable product can be destructive if you launch at the wrong moment Growth hacking may be the buzzword du jour but initiatives can fizzle guickly Revenue and growth won t protect you from layoffs And venture capital always comes with strings attached Fishkin's hard won lessons are applicable to any kind of business environment Up or down the chain of command at both early stage startups and mature companies whether your trajectory is riding high or down in the dumps this book can help solve your problems and make you feel less alone for having them

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