

THE ENTREPRENEUR'S GUIDE FROM START TO FINISH

A resource for smarter companies

1

GET STARTED



Assess current employment

- Employment agreements (if applicable)
 - Restrictive covenants or provisions
- [Read article](#)



Protect your idea

- Non-disclosure, intellectual property, and contribution agreements
 - Patents, copyrights, trademarks, trade secrets, domain registration, etc.
 - Technology licensing and development
- [Read article](#)



Set up your company

- Structures (S vs. C Corp, LLC, Sole Proprietorship, Partnership, or Parents and subs)
 - Tax considerations
 - Name and location, jurisdiction
- [Read article](#)



Draft governing documents

- Articles of incorporation, bylaws, and shareholder agreements
- Operating and partnership agreements

2

MOVE UP



Fund your company

- Bootstrapping/crowdfunding, friends and family, angels and VCs
- Convertible debt vs. equity
- Securities laws: private placements, finder's fees, valuations
- Preparation and diligence



Prepare agreements

- Customer and client
 - Vendor and supplier
 - Licensing and intellectual property
 - Employees/contractors
- [Read article](#)



Manage your team

- Employees/contractors
- Board of directors/advisors
- Incentive structures: equity and non-equity

3

GO BIG



Extend your financing

- Additional equity rounds
- Loans/credit
- Securities laws



Manage hiring and growth

- Employment policies
 - Immigration compliance
 - Compensation and benefits
 - Real estate considerations
- [Read article](#)

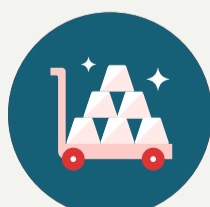


Expand your company

- Strategic partnerships
- Mergers and acquisitions

4

PLAN YOUR EXIT



Create an exit plan

- Initial Public Offering (IPO)
- Equity vs. asset sale
- Liquidation and wind-down
- Estate and succession planning
- Preparation/house cleaning



Execute your plan

- Engage investment bankers/brokers
- Navigate the process (negotiation, LOIs, deal documents, due diligence, etc.)