



Techstars Lessons to  
Accelerate Your Startup

Second Edition



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# Do More Faster

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Second Edition



David Cohen | David Field

WILEY

# Do More Faster Techstars Lessons To Accelerate Your Startup

**Bill Schley**



## **Do More Faster Techstars Lessons To Accelerate Your Startup:**

Do More Faster Brad Feld, David G. Cohen, 2019-06-13 Refreshed updated and expanded Do More Faster provides time tested advice tips and experiences by founders and mentors of Techstars to help entrepreneurs succeed David Cohen and Brad Feld leading advocates for entrepreneurs and startups team up to provide first time entrepreneurs with the tools insights and experiences to help them do more faster The authors share their decades of experience working with thousands of startup founders and have enlisted the advice of dozens of Techstars startup founders and mentors Contributors include Tim Ferriss Eric Ries Matt Mullenweg WordPress Isaac Saldana SendGrid and other successful entrepreneurs Co founders of Techstars the worldwide network that helps entrepreneurs succeed Cohen and Feld recognize the daunting task of creating a sustainable business and have seen first hand the common mistakes first time entrepreneurs make over and over The authors take the complexity and uncertainty of starting a business and distill the critical factors into seven themes Ideas and Vision People Working Effectively Product Fundraising Legal and Structure and Work and Life Harmony They share their hard won successes failures and advice for anyone with an idea who wants to create a business Throughout the book crucial questions are raised and addressed from multiple perspectives How important is it to have an original idea How is founder conflict handled What are the tradeoffs between bootstrapping and financing Make or break decisions like company structure hiring and legal consequences are presented in an easy to understand style Do More Faster will elevate your thinking on a range of important topics help you avoid costly mistakes and provide you with a resource to consult as you go from idea to successful business If you have the drive and desire to start a business need to create a vibrant entrepreneurial ecosystem in your community or want to spark greater innovation in your organization don't go it alone Use the advice tips and tactics found throughout Do More Faster to give yourself the best chance of succeeding

**Do Even More Faster** David G. Cohen, Brad Feld, 2015-05-18 Mission critical advice and wisdom from top early stage investors and entrepreneurs Do More Faster got you started And now Do Even More Faster Second Edition will share additional advice to keep your startup moving full steam ahead Each new vignette in this sequel book contains valuable information coming out of the TechStars program which is a mentorship driven startup accelerator Here the authors share the insights of entrepreneurs who have passed through this program They organize the most critical issues into a few simple themes idea and vision people execution product fundraising legal and structure and work life balance Many of the examples which are integrated into a cohesive narrative debunk numerous myths about startups and reveal some surprising truths Builds on the essential themes found in Do More Faster and offers a unique chance to learn from people with real world startup experience Puts both the opportunities and challenges surrounding a startup in perspective Contributions to this effort come from the experienced author team as well as TechStar mentors entrepreneurs and founders of companies While you'll ultimately have to make your own decisions about what's right for your business this practical guide can get your entrepreneurial endeavor headed in the right direction

**Do Even More Faster** David G. Cohen,Brad Feld,2015-05-18 Mission critical advice and wisdom from top early stage investors and entrepreneurs Do More Faster got you started And now Do Even More Faster Second Edition will share additional advice to keep your startup moving full steam ahead Each new vignette in this sequel book contains valuable information coming out of the TechStars program which is a mentorship driven startup accelerator Here the authors share the insights of entrepreneurs who have passed through this program They organize the most critical issues into a few simple themes idea and vision people execution product fundraising legal and structure and work life balance Many of the examples which are integrated into a cohesive narrative debunk numerous myths about startups and reveal some surprising truths Builds on the essential themes found in Do More Faster and offers a unique chance to learn from people with real world startup experience Puts both the opportunities and challenges surrounding a startup in perspective Contributions to this effort come from the experienced author team as well as TechStar mentors entrepreneurs and founders of companies While you ll ultimately have to make your own decisions about what s right for your business this practical guide can get your entrepreneurial endeavor headed in the right direction

**Do More Faster India** David G. Cohen,Brad Feld,2020-08-04 Do you dream of taking your Indian startup to new heights Turn that dream into a reality David Cohen cofounder and Managing Partner of Techstars and Brad Feld cofounder of Techstars and Managing Partner of Foundry Group team up to focus on the rapidly expanding Indian marketplace bringing their years of shared experience to entrepreneurs investors and community ecosystem developers Do More Faster India educates readers on all the major areas of creating developing and supercharging a young startup with a focus on the nuances of the Indian market and how Techstars is fostering new business opportunities in India Each chapter is written by a different mentor or founder involved with the Techstars program and provides a unique perspective on the seven themes at the core of the Techstars mission Ideas and Vision People Working Effectively Product Fundraising Legal and Structure Work and Life Harmony With a renewed focus on one of the most influential emerging markets in the world Do More Faster India includes chapters written by Indian entrepreneurs and dedicated to India specific topics and culture as well as how Techstars fits into and serves the increasingly powerful Indian audience

**Do More Faster** Brad Feld,David G. Cohen,2019-06-13 Refreshed updated and expanded Do More Faster provides time tested advice tips and experiences by founders and mentors of Techstars to help entrepreneurs succeed David Cohen and Brad Feld leading advocates for entrepreneurs and startups team up to provide first time entrepreneurs with the tools insights and experiences to help them do more faster The authors share their decades of experience working with thousands of startup founders and have enlisted the advice of dozens of Techstars startup founders and mentors Contributors include Tim Ferriss Eric Ries Matt Mullenweg WordPress Isaac Saldana SendGrid and other successful entrepreneurs Co founders of Techstars the worldwide network that helps entrepreneurs succeed Cohen and Feld recognize the daunting task of creating a sustainable business and have seen first hand the common mistakes first time entrepreneurs make over and

over The authors take the complexity and uncertainty of starting a business and distill the critical factors into seven themes Ideas and Vision People Working Effectively Product Fundraising Legal and Structure and Work and Life Harmony They share their hard won successes failures and advice for anyone with an idea who wants to create a business Throughout the book crucial questions are raised and addressed from multiple perspectives How important is it to have an original idea How is founder conflict handled What are the tradeoffs between bootstrapping and financing Make or break decisions like company structure hiring and legal consequences are presented in an easy to understand style Do More Faster will elevate your thinking on a range of important topics help you avoid costly mistakes and provide you with a resource to consult as you go from idea to successful business If you have the drive and desire to start a business need to create a vibrant entrepreneurial ecosystem in your community or want to spark greater innovation in your organization don t go it alone Use the advice tips and tactics found throughout Do More Faster to give yourself the best chance of succeeding **Do More Faster India** David G. Cohen,Brad Feld,2020-08-04 Do you dream of taking your Indian startup to new heights Turn that dream into a reality David Cohen cofounder and Managing Partner of Techstars and Brad Feld cofounder of Techstars and Managing Partner of Foundry Group team up to focus on the rapidly expanding Indian marketplace bringing their years of shared experience to entrepreneurs investors and community ecosystem developers Do More Faster India educates readers on all the major areas of creating developing and supercharging a young startup with a focus on the nuances of the Indian market and how Techstars is fostering new business opportunities in India Each chapter is written by a different mentor or founder involved with the Techstars program and provides a unique perspective on the seven themes at the core of the Techstars mission Ideas and Vision People Working Effectively Product Fundraising Legal and Structure Work and Life Harmony With a renewed focus on one of the most influential emerging markets in the world Do More Faster India includes chapters written by Indian entrepreneurs and dedicated to India specific topics and culture as well as how Techstars fits into and serves the increasingly powerful Indian audience Startup Accelerators Richard Busulwa,Naomi Birdthistle,Steve Dunn,2020-01-22 The must read guidebook for entrepreneurs looking to get into accelerator programs and to build and scale their startups with speed Accelerator programs have become one of the most powerful and valuable resources for entrepreneurs seeking to learn rapidly build powerful networks raise capital build their startups and do this at speed and scale In recent years the number of accelerator programs around the world has grown at an incredible rate propelling startups such as AirBnB Uber DropBox Reddit and others many to billion dollar valuations The number of accelerators the differences in accelerator program offerings and the unique benefits and costs of different accelerator locations makes choosing the right accelerator a challenge Selecting the wrong accelerator failing to be accepted in the right one or not fully taking advantage of all the accelerator has to offer can be costly sometimes fatal With the stakes so high entrepreneurs need to understand all their options choose carefully and do the right things to maximize their chances of success Startup

Accelerators is the go to guide for any entrepreneur providing a firsthand look into the acceptance criteria and inner workings of different accelerator programs Written by entrepreneurs for entrepreneurs this indispensable resource explains what different accelerator programs offer how to get accepted what to do during the program how to raise money during accelerators what to do after the program ends and much more Packed with real world case studies and advice from leading experts on startup accelerator programs this one stop resource provides step by step guidance on the entire accelerator process Reveals how accelerators help founders navigate different challenges in the startup journey Describes the differences in the benefits and costs of different accelerator programs Explains how to prepare accelerator applications Discloses what actions to take during an accelerator to make the most of it Depicts case studies of entrepreneurs accelerator applications experiences and outcomes across different accelerators Features interviews with accelerator program managers founders who went through accelerators and investors in companies going through or having gone through accelerators Includes insightful data and reflections from entrepreneurship education researchers and academics Startup Accelerators A Field Guide will prove to be invaluable for startup founders considering or going through accelerators as well as aspiring entrepreneurs educators and other startup accelerator stakeholders

**Yes, You Can Do This! How Women Start Up, Scale Up, and Build The Life They Want** Claudia Reuter, 2020-02-19 How women can lean in to entrepreneurship to create the life they want Claudia Reuter left a promising corporate career to raise her two young children but realized when re entering the workforce that the gap in her resume looked like a gap in ambition not a purposeful plan Instead of leaning into a corporate career and fighting the structures and systems designed by and for men decades ago or leaning out and giving up income Claudia took a different path That decision ultimately led to success in the corporate world and at home In Yes You Can Do This Claudia shares her own reasons for starting a business and makes a call to action for women to consider entrepreneurship so that they can create businesses with the rules they want and change the playing field for others making a significant impact in the world More than a how to book on building a business Yes You Can Do This provides clear examples and practical resources to help others create the life they want through entrepreneurship In Yes You Can Do This you ll learn How to develop and share your vision How to deal with stereotypes and unconscious bias How to leverage perceived weaknesses and turn them into strengths How to balance life at high speeds and avoid burnout How to cultivate the confidence to move from idea to creating a company with the culture and rules you want Claudia provides women with an electrifying third career option it s not just lean in or lean out but startup and change the playing field for others in the process Praise for Yes You Can Do This It s rare to find a book on entrepreneurship that fuels your heart with inspiration and encouragement and your mind with practical tangible things you can put into action immediately but this is one of them As a woman who has started three companies and been a senior team member of five startups this is the guide I wish I d read when I was starting out Nataly Kogan Author of Happier Now and founder of Happier Inc Combining compelling storytelling

with practical tactical advice Reuter has created a manifesto for the next generation of female founders Rooted in the research around gender and work this is a must read for women looking to launch the next new thing Jennifer McFadden Associate Director of Entrepreneurial Programs Yale School of Management A must read for any woman considering taking the leap into entrepreneurship You Can Do This brings together today s best thinking about women in the workplace with practical advice for creating your dream career and life by starting a company Whether you are just curious or ready to take the leap this book is a great read and a valuable resource Anna Barber Managing Director Techstars Claudia helps not just the female entrepreneur but all entrepreneurs find their footing in what can be an overwhelming whirlwind of starting a business This book is not only inspiring and uplifting but positively necessary for any woman looking to find success in the startup space Shira Atkins Co founder CMO Wonder Media Network Stories of entrepreneurial success exist in abundance for men who receive 97 8% of venture funding and hold 95% of CEO roles What is most inspiring about Claudia s book making me want to shout from the rooftop is that it is told from the perspective of an everyday woman who pushed hard through barriers doubts and setbacks that any entrepreneur would face On top of all that she overcame obstacles that are uniquely ours as women today Claudia is now a standout among women but with her book in hand women who want to build a business to scale have a blueprint and path to do so Here s to making dreams come true Coco Brown CEO and Founder The Athena Alliance As I read through the book there were multiple points where I thought Every man in any startup or fast growing business should read this As a man in technology I took away lots of new ideas along with examples that were explained in a way that I wouldn t have been able to do prior to reading Claudia s book Brad Feld Managing Director at Foundry Group author of Venture Deals and Do More Faster Reuter breaks the stigma about mothers that chose to leave the workforce She provides practical tools to start a business by showing the path to success for every woman that wants to write her own rules Sharon Kan CEO of Pepperlane Co Founder of the WIN Lab Reuter manages to put into words what women have been facing and feeling for decades She leaves the readers with stories steps and inspiration to create the career path they are worthy of no matter if it s starting from scratch or breaking glass ceilings This book will fuel the next generation of women in leadership and entrepreneurship giving them guides and confidence as it has fueled me to start the business I have always wanted Elizabeth Presta CD DONA CLD      *Startup CXO* Matt Blumberg, 2021-06-09 One of the greatest challenges for startup teams is scaling because usually there s not a blueprint to follow people are learning their function as they go and everyone is wearing multiple hats There can be lots of trial and error lots of missteps and lots of valuable time and money squandered as companies scale Matt Blumberg and his team understand the scaling challenges they ve been there and it took them nearly 20 years to scale and achieve a successful exit Along the way they learned what worked and what didn t work and they share their lessons learned in *Startup CXO* Unlike other business books *Startup CXO* is designed to help each functional leader understand how their function scales what to anticipate as they scale and what

things to avoid Beyond providing function specific advice tools and tactics Startup CXO is a resource for each team member to learn about the other functions understand other functional challenges and get greater clarity on how to collaborate effectively with the other functional leads CEOs Board members and investors have a book they can consult to pinpoint areas of weakness and learn how to turn those into strengths Startup CXO has in depth chapters covering the nine most common functions in startups finance people marketing sales customers business development product operations and privacy Each functional section has a CEO to CEO Advice summary from Blumberg on what great looks like for that CXO signs your CXO isn't scaling and how to engage with your CXO Startup CXO also has a section on the future of executive work fractional and interim roles Written by leading practitioners in the newly emergent fractional executive world each function is covered with useful tips on how to be a successful fractional executive as well as what to look for and how to manage fractional executives Startup CXO is an amazing resource for CEOs but also for functional leaders and professionals at any stage of their career Scott Dorsey Managing Partner High Alpha

*The Business of Venture Capital* Mahendra Ramsinghani, 2011-09-07 The definitive guide demystifying the venture capital business The Business of Venture Capital covers the entire spectrum of a venture capital business from raising venture funds to structuring investments value creation as board member and assessing exit pathways Author Mahendra Ramsinghani covers the distinct aspects of the venture capital fund raising and investment process with insights and perspectives from leading experts Interviewees include Limited Partners LPs such as Credit Suisse Grove Street Advisors and General Partners GPs from Foundry Group Spark Capital Benchmark Capital Norwest Venture Partners Shasta Ventures and Bessemer Venture Partners If you're curious about venture capital businesses you've found the only book that covers it all The first book to address the full investment cycle of the venture capital business Demystifies the key aspects of the business raising venture funds fund level due diligence and fund terms structuring investments value creation and exits Foreword by Mark Heesen President National Venture Capital Association Benefit from the experiences of the best in class practitioners who have made investments in leading companies like Zynga Twitter Foursquare Describes how venture capital is an art as well as a science In depth and thorough The Business of Venture Capital is the one book that includes insights tools and real world examples every practitioner can benefit from

**Power to the Startup People: How To Grow Your Startup Career When You're Not The Founder** Sarah E. 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

**The UnStoppables** Bill Schley, 2013-05-06 How to tap the real source of entrepreneurial power in you and



in your organization The UnStoppables is based on foreword author Graham Weston's experience growing Rackspace as well as fascinating case studies from such organizations as the Navy SEALs and Israeli Special Forces In The UnStoppables Bill Schley co-founder of the branding firm Brand Team Six shows how the best practitioners think continuously about two things The Big Picture and the Little Picture essence and essentials The essentials are the business and financial mechanics required of any working enterprise But the essence is the emotional mechanics to deal with obstacles risk fear and failure Mastering the emotional mechanics is how entrepreneurs succeed and winners win This is how you capture the unlimited power of entrepreneurship to spark a successful start up or revitalize a mature organization Explains why what's stopping you is more important than what's starting you how to tap the essence of entrepreneurial power in you and in your organization and how motion generates vision Bill Schley is an award winning author and established expert on branding and marketing communications as well as the co-founder and creative director of the branding firm Brand Team Six Graham Weston is the internationally renowned co-founder and chairman of Rackspace the world's 1 cloud computing and managed hosting company Locally this book teaches you how to become an entrepreneur or to inspire an entrepreneurial mindset to boost any stage business Globally this book is about how this nation can launch thousands more entrepreneurs for the future

*Startup Communities* Brad Feld, 2012-09-06 An essential guide to building supportive entrepreneurial communities Startup communities are popping up everywhere from cities like Boulder to Boston and even in countries such as Iceland These types of entrepreneurial ecosystems are driving innovation and small business energy Startup Communities documents the buzz strategy long term perspective and dynamics of building communities of entrepreneurs who can feed off of each other's talent creativity and support Based on more than twenty years of Boulder based entrepreneur turned venture capitalist Brad Feld's experience in the field as well as contributions from other innovative startup communities this reliable resource skillfully explores what it takes to create an entrepreneurial community in any city at any time Along the way it offers valuable insights into increasing the breadth and depth of the entrepreneurial ecosystem by multiplying connections among entrepreneurs and mentors improving access to entrepreneurial education and much more Details the four critical principles needed to form a sustainable startup community Perfect for entrepreneurs and venture capitalists seeking fresh ideas and new opportunities Written by Brad Feld a thought leader in this field who has been an early stage investor and successful entrepreneur for more than twenty years Engaging and informative this practical guide not only shows you how startup communities work but it also shows you how to make them work anywhere in the world *Startup CEO* Matt Blumberg, 2013-08-14 A definitive book for any CEO first time or otherwise of a high growth company While big company CEOs are usually groomed for the job for years startup CEOs aren't and they're often young and relatively inexperienced in business in general Author Matt Blumberg a technology and marketing entrepreneur knows this all too well Back in 1999 he started a company called Return Path which later became the driving force behind the creation of his blog OnlyOnce because

you're only a first time CEO once. Now more than a decade later he's written *Startup CEO*. As the fifth book in the *StartUp Revolution* series, this reliable resource is based on Blumberg's experience as a startup CEO and covers a number of issues he's faced over the dozen years he's been a CEO. Offers valuable insights into how the CEO sets the overall vision and strategy of the company and communicates it to all stakeholders. Discusses how to build a company's human capital by recruiting, hiring, and retaining the very best talent. Examines how a CEO must align available resources with the company's strategy in order to ensure success. Addresses what it takes to master the art of being a CEO from leading an executive team to managing in any type of market. Engaging and informative, this book is essential reading for any and every CEO.

**Startup Life** Brad Feld, Amy Batchelor, 2013-01-14. Real life insights on what it takes to make it in a relationship with an entrepreneur. Entrepreneurs are always on the go, looking for the next startup challenge. And while they lead very intensely rewarding lives, time is always short and relationships are often long, distant, and stressed because of extended periods apart. Coping with these and other obstacles are critical if an entrepreneur and their partner intend on staying together and staying happy. In *Startup Life*, Brad Feld, a Boulder, Colorado based entrepreneur turned venture capitalist, shares his own personal experiences with his wife Amy, offering a series of rich insights into successfully leading a balanced life as a human being who wants to play as hard as he works and who wants to be as fulfilled in life and in work. With this book, Feld distills his twenty years of experience in this field to address how the village of startup people can put aside their workaholic ways and lead rewarding lives in all respects. Includes real life examples of entrepreneurial couples who have had successful relationships and what works for them. Provides practical advice for adapting to change and overcoming the inevitable ups and downs associated with the entrepreneurial lifestyle. Written by Brad Feld, a thought leader in this field who has been an early stage investor and successful entrepreneur for more than twenty years. While there's no secret formula to relationship success in the world of the entrepreneur, there are ways to making navigation of this territory easier. *Startup Life* is a well rounded guide that has the insights and advice you need to succeed in both your personal and business life.

**Startup Opportunities** Sean Wise, Brad Feld, 2017-05-30. Start strong with essential early stage guidance from the VC perspective. *Startup Opportunities* is the go to guide for anyone with a great business idea. Whether it's your first business or your fifth, a realistic assessment from the outset can save you a lot of time and money. Why pour your heart and soul into a venture that is doomed to fail? Instead, position yourself to win from the very beginning. In this book, accomplished venture capitalists share their insight on startups and entrepreneurs who will fail, who will succeed, and why, and what you should do to give your business the very best shot at becoming a global success story. You'll learn how to evaluate your business with a critical eye and how early customer development can be key in turning a good idea into a great opportunity. If you're serious about building a business that lasts, this book provides invaluable guidance that you really cannot miss. More than five million people will launch a business this year, and many of them will be great ideas, yet few will be around in five years, and even

fewer in ten years A great idea is not enough to build a successful business You need to fortify your idea with the proper foundation and a scaffolding of good planning and early action This book shows you how Assess your business s viability using the 10x Rule Learn when you can quit your day job or not Take the key steps to making your business succeed Discover the opportunities worth selling everything for This expert author team has witnessed more than 30 000 pitches over two decades and have participated in over 500 startup launches Startup Opportunities gives you the benefit of their experience to help you start strong and stay strong

**Technology Entrepreneurship** Thomas N. Duening, Robert A. Hisrich, Michael A. Lechter, 2020-10-23 Technology Entrepreneurship Taking Innovation to the Marketplace Third Edition provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital IP protection product development and more The book s structure follows the entrepreneurial process in a step by step way defining key terms and helping readers without business qualifications engage with the activities addressed In addition it covers a discussion of current trends and developments relevant for tomorrow s entrepreneurs In depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject Presents an intense focus on product design and development with customers and markets in mind Includes extensive discussions on intellectual property development management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials raising funds establishing venture valuation and exit strategies

**What's in Your Kubbard?** Munro Richardson, 2012-02 *Startup Boards* Brad Feld, Mahendra Ramsinghani, 2013-12-09 An essential guide to understanding the dynamics of a startup s board of directors Let s face it as founders and entrepreneurs you have a lot on your plate getting to your minimum viable product developing customer interaction hiring team members and managing the accounts books Sooner or later you have a board of directors three to five or even seven Type A personalities who seek your attention and at times will tell you what to do While you might be hesitant to form a board establishing an objective outside group is essential for startups especially to keep you on track call you out when you flail and in some cases save you from yourself In *Startup Boards* Brad Feld a Boulder Colorado based entrepreneur turned venture capitalist shares his experience in this area by talking about the importance of having the right board members on your team and how to manage them well Along the way he shares valuable insights on various aspects of the board including how they can support you help you understand your startup s milestones and get to them faster and hold you accountable Details the process of choosing board members including interviewing many people checking references and remembering that there should be no fear in rejecting a wrong fit Explores the importance of running great meetings mixing social time with business time and much more Recommends being a board member yourself at some other organization so you see the other side of the equation Engaging and informative *Startup Boards* is a practical guide to one of the most important pieces of the startup puzzle

**Commercializing Successful Biomedical Technologies** Shreefal S. Mehta, 2022-11-17 Transform your ideas into commercial products through this updated second edition with real world case studies and industry tips

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### **Do More Faster Techstars Lessons To Accelerate Your Startup Introduction**

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