



The Decision-Maker's Guide to Long-Term Financing: The Essential Handbook on Securing Financing Terms with Confidence

Kathrin Ohle

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As one reader put it: "Kathrin Ohle has masterfully distilled the complex art of long-term financing into a practical, hands-on guide for business owners and managers. . . . Keep it on your desktop — it's a must-have for any serious entrepreneur!" The Decision-Maker's Guide to Long-Term Financing is a practical and comprehensive, hands-on guide that demystifies the finance raising process. It focuses on conveying a solid base knowledge of long-term financing via equity, corporate and project debt, as well as subordinate financing - the forms of long-term financing that entrepreneurs or the management team of small to medium-sized companies will typically seek out at some point during their start-up and growth phases. It also runs through the mechanics of a financing transaction, to help your company achieve its financing goals. While offering definitions of the terms used, the book also brings them to life by putting them in the context of examples from real-world situations. Furthermore, the pages are peppered with a wealth of insider tips. The information in this book will help save your company time and money, and it will help you secure the most beneficial and suitable terms and conditions for your long-term financing transactions.

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