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Companies Attract Capital, Fred M. Haney, an experienced venture capitalist, angel investor, and company founder, explains startup strategies that will help you: Understand the thinking of investors. Build a “virtual team”. Create initial value in a product or prototype.

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My book, The Fundable Startup: How Disruptive Companies Attract Capital, lists 13 very broad skills that a successful CEO must possess. These skills require extensive experience to develop. For example, it can take years to become adept at long range planning or corporate planning.

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Today's opinion is from Fred Haney,
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Disruptive Companies Attract Capital. Haney is also the host of the Monday Club (which he started way back in 1984), which helps SoCal companies improve their business plan presentations.

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Thanks for this Guest Post to Dr. Fred Haney, the Founder and President of the Venture Management Company, a firm that provides assistance to high tech companies. He is the author of *The Fundable Startup: How Disruptive Companies Attract Capital*, published by Select Books of New York. Download the first chapter free here.

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