

# Reasons Why You *Shouldn't* Take Venture Capital

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ATDC Brown Bag Lunch  
Atlanta, Georgia  
11 August 1999

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# Entrepreneurial Reasons

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- If you want to be your own boss.
- If you're having an "entrepreneurial spasm."
- If you don't want to work very hard.
- If this is your last stop before retirement.
- If you're focused on getting rich.

# Control Reasons

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- If you don't want to “give up” more than half your company.
- If you're focused on keeping control of your own destiny.
- If you're planning on buying back a controlling stake someday.
- If you want to build a business that you can leave to your kids.

# People Reasons

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- If you're not comfortable hiring people who are smarter than you.
- If you don't like having employees who can do things you can't.
- If you're can't see yourself hiring your own replacement.
- If you're planning to hire people you can't fire (*family, friends...*).

# Business Plan Reasons

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- If you think that a business plan is a waste of time.
- If your business plan depends on being faster and smarter than Microsoft.
- If your business plan depends on being acquired by Microsoft.
- If your plan ignores Microsoft.

# Technology Reasons

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- If you have a perfect solution to a tech problem that exists today.
- If you have a solution to a tech problem that will exist in 10 years.
- If you think your technology is so good, it will “sell itself.”
- If, deep down, you want to build your technology, not a company.

# Market Reasons

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- If you think that growth targets of 50% per year are unreasonable.
- If you're targeting a marketplace "window of opportunity."
- If your market target is to be "the Amazon.com of something."
- If you're counting on no one else having the same idea you've had.

# Legal Reasons

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- If you want a signed NDA before having a conversation with a potential investor.
- If you are getting legal advice from your brother-in-law.
- If you've already accepted unusually stiff terms from seed investors.



# Personal Reasons

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- If your family is not 100% informed and 100% supportive.
- If you need a steady paycheck.
- If you have a fragile ego.
- If your health isn't good.
- If you can look in the mirror and see yourself doing anything else.

# The End of Reason(s)

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- Starting a new company is, by definition, an unreasonable thing to do.
- “All progress depends on the unreasonable man.” (Or woman.)  
—*George Bernard Shaw*
- If these reasons haven't scared you off, come talk to us!

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