

The Entrepreneur's Handy Venture Capital to English Translation Sheet

<i>VC Speak</i>	<i>English Translation</i>
Acquisition strategy	the current products have no market
Basically on plan	revenue shortfall of 25 percent
We don't invest in that area	at least not until the lead VC sheep does
Bio-tech business model	potentially bigger fools have been identified
Considerably ahead of plan	hit plan in one of the last three months
Core business	obsolete product line
Currently revising the budget	financial plan is in total chaos
Cyclical industry	posted a huge loss last year
Entrepreneurial CEO	totally uncontrollable, bordering on maniacal
Ingredients are there	given two years we might find a workable strategy
Investing heavily in R&D	trying desperately to catch the competition
Limited downside	it can't get much worse
Long selling cycle	yet to find a customer who likes the product
Major opportunity	last chance last chance
Niche strategy	a small-time player
On a manufacturing learning curve	can't make the product with positive margins
There's a possibility of a slight shortfall	a revenue shortfall of 50 percent
We're repositioning the business	multimillion-dollar investment recently written off
Somewhat below the plan	revenue shortfall of 75 percent
We need to find a strategic investor	investor who will pay a preposterous valuation
It's too early to tell	results to date have been grim
Turnaround opportunity	lost cause
It's a unique solution	no more than six competitors
Upgrading the management team	the organization is in complete disarray
Volume sensitive	massive fixed costs
Well below plan	an outright, unmitigated disaster
Window of opportunity	without more money, the company is dead
Work closely with the management	talk to them on the phone once a month
We stick with the entrepreneur after funding	you'll be gone within the first 6 months like all founders
We need to bring a consultant in on this	my frat bro Chipper was just fired and needs the dough
Meet our "entrepreneur in residence"	he's your replacement after we fire you in the first 6 months