

# Top Ten Lies of Venture Capitalists



**Guy Kawasaki**  
CEO, Garage Technology Ventures

# Top Ten Lies of Venture Capitalists



1

“We can make a quick decision.”

# Top Ten Lies of Venture Capitalists



2

“I liked your company,  
but my partners didn’t.”

# Top Ten Lies of Venture Capitalists



3

“If you get a lead,  
we’ll follow.”

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4

“Show us some traction, and we’ll invest.”

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**5**

“We have lots of dry powder.”

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6

“We’re investing in your team.”

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7

“We saw this coming, so we didn’t invest in B2B or B2C.”



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8

“This is a vanilla term sheet.”

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9

“We can open the doors for you at major companies.”

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**10** “We like early-stage investing.”