

Providing Optimum Outcomes In Mid-Market Business Sales

The International Business Group, LLC, known as IBG Business, has built a powerful team to manage mergers and acquisitions on behalf of successful business owners.

Selling a business frequently represents the single, most life-shaping financial event of an owner's life. Often this is accomplished as a sale of a client's business to a third party, providing liquidity for a secure and enjoyable retirement.

Today's market for selling businesses is experiencing tremendous demand. Many buyers are competing aggressively to buy quality businesses, which is pushing abnormally high valuations. These high business values are being driven by low interest rates, taxes, and inflation, with huge pools of acquisition money available in a robust US economy. Other economies around the world have been falling, yet the US economy continues to flourish.

Favorable conditions will cycle and soften substantially in the next year to 18 months. The available supply of businesses in the market will be increasing as growing numbers of founders move into retirement. These factors will certainly reduce demand and push business valuations down. An untimely economic decline, can quickly result in a five or more year delay before the next window opens to obtain maximum value when selling a business. Owners who are considering an exit for liquidity or retirement, but wait to act, may suffer expensive consequences due to substantially decreased business valuation.

IBG's specialization is in the process, methods, and management of business ownership transfers, which enables the business owner to focus on running their business. Working confidentially, to protect clients' businesses, the firm is able to maximize value and outcomes for business owners through controlled private auctions or privately negotiated transactions. Top values are achieved when several interested buyers confidentially compete to win a deal. Starting with valuation and business analysis, the process continues with "setting the table" for maximum advantage, communicating vital information, negotiating and closing.

Most of IBG's clients come forward as a result of word of mouth from a business owner's trusted advisors or by prospective clients knowing of IBG's industry-leading track record of successes. The client base is comprised of sellers and buyers of high quality lower middle market businesses, ranging up to \$100 million in transaction values. Frequently these businesses are in the industrial, energy, aerospace, IT and distribution segments.

In building IBG Business to succeed in carrying out business owners' sale and acquisition objectives, the IBG team is ever mindful that top outcomes result from skilfully managing complex sets of elements from early preparation through closing. Four of the key elements in creating the best business sale outcome are the nature and health of the client's business, the acquisition market, refined processes,

