



Growth In Mergers & Acquisitions

The national and international economies have not been very encouraging to many entrepreneurs for some time. Consequently, some buyers of businesses have been holding their funds until they see a change on the horizon. Evidently, they have developed a fatigue in the low interest received on these funds and are now beginning to look for better earning opportunities.

A respectable national Mergers & Acquisitions periodical claims there are now **17 qualified buyers for every 1 business available for acquisition**. The numbers in our office are even more encouraging for owners considering an Exit strategy. The buyers contacting us indicate they are ready to purchase for the following reasons:

- Regardless of our like or dislike of the current political scene, we know what we have for a few years and funds cannot be left losing value invested at interest rates lower than inflation.
- The one positive issue of low interest rates is that low rates provide a short window of opportunity to borrow funds for business acquisitions.
- Smart investors never buy at the top of a growth cycle, but strike when the economy begins to look up to allow for significant growth of their funds.
- After a long lull in the economy, buyers are simply restless and want to get involved in things that provide a return on their professional and emotional assets as well as financial.

Consequently, it is important (at all times) to know where you are currently and how that relates to where you want to be at the time of Exit of your business. Opportunities are again looking positive to put in your hands the largest check of your career in the Exit of your business ownership!