



BENJAMIN F. EDWARDS® & CO.
INVESTMENTS for GENERATIONS®

Investment Banking

Selling Middle-Market Companies

Assisting on Targeted Acquisitions
Independent Advisory Services to Business Owners



Summer 2018

Business Owners:

Start Today If You Are Considering Selling Your Business

If you own a business, the current market is a strong sellers' market. The availability of capital, along with low interest rates, private equity interest, international buyers and strong CEO confidence are driving the current Mergers & Acquisitions (M&A) sellers' market.

The total transaction value of US M&A in the first half of 2018 increased 66% over 2017, according to data from Thomson Reuters.

Who knows how long this sellers' market will last as a vast group of baby boomers begin to exit their businesses? There are over 12 million baby boomers who own a business and it is estimated that a majority will retire over the next few decades.

It typically takes 10-14 months to close a transaction once you have engaged an M&A advisor and start the selling process. Thus, if you are interested in selling your business over the next few years, we advise that you begin the process now. Achieving your exit goals requires commitment, planning and hard work. Do not wait until there is an emergency or major problem to consider selling. Carefully review your ultimate goals

and consider selling when the business is performing well. If you start today, the transaction will most likely not close until 2019.

The initial step is to be certain of your exit strategy. Then begin working with an M&A advisor. In today's environment, an outside M&A expert is essential to manage the selling process and successfully sell the business.

The Investment Banking team at Benjamin F. Edwards & Co. is available to assist you. We are client focused and work with middle-market business owners to successfully sell their businesses.

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Benjamin F. Edwards & Co.'s Investment Banking team specializes in selling middle-market companies.

Investment Banking Team

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