



## State of Play in the Business Sales Market

Are you still pondering...should I sell my business or not?

Most business owners are still wondering what's going on out there and asking themselves when it would be a good time to sell? As I have been saying time and again, now is as good a time as ever; in fact, probably a very good time.

We have a huge amount of cashed up buyers in all price ranges that are looking for good businesses. By all price ranges we mean from \$100,000 to \$100 plus million. This means that supply and demand dictates that you will get very good money for your business in the present climate. If we get a good business that is solid and stacks up on paper, we can sell it very quickly for top dollar. Lending Institutions are keen to lend again and are wanting to talk to you. The competition in this market is healthy; there is much more optimism and confidence about. (If the Lending Institutions attitudes are changing for the better, it has to be better for you the business owner)

Some examples of recent businesses that we have taken to market are as follows:

**Import Distribution** - Listed and sold unconditionally in under a month. There were 146 enquiries for this business directly from our website in the first few days of going to market.

**Café** - Listed and sold unconditionally in under a month.

**Manufacturing/Distribution/Export** - \$35 million. More than 30 enquiries have been made for this business from our website marketing.

**Service Industry** - \$5 million plus - recently sold - highly sought after

### Baby Boomers

Baby Boomers own the majority of our bigger businesses in New Zealand, and the current myth is that over the next couple of years businesses will be growing in value, so you will stand to get more at the end of the day if you hang in there. In reality, as it stands, it is looking as though the current value and level of businesses will be the industry norm over the next 3-5 years; so essentially it's time to reconsider your decision to 'hold on' to your business for another year or so - or sell now? What you could ask yourself is what is more important in your life - getting on with those retirement plans in the here and now or, hanging in there to try to recoup the recessionary losses - losing good years in the process that you will never get back!

When you have made the decision to sell, it's a great idea to clean up the 'Balance Sheet' and 'Profit & Loss' so that you can get top dollar for your business. If you have not already done so, now is the time to look at reducing those overheads in your business. This of course will strengthen the bottom line. Ensure you have good management (if it's managed of course) in place and strengthen internal processes. If you are taking perks from your business, minimise this, put it all through the correct channels. You can't have your cake and eat it too!

### Our Brokers

The majority of our business brokers have business ownership backgrounds; therefore they have been through the experience and understand what is involved in working a business; and the stresses and strains that can come with it! Any one of them would be happy to talk you through the process and help you get your business to the stage where you can achieve the best possible price. We pride ourselves on being honest, straight forward and practical. We are here to assist every step of the way and make the process as painless as possible. Some of our Brokers have a particular expertise in one industry or another, so if you want advice as to the right Broker for your needs, simply give me a call and I will introduce you to the Broker best suited for you.

Not sure where to start and are worried about confidentiality? We offer a free no obligation valuation service. We can discuss your requirements and offer advice on how to proceed forward. Remember we only get paid if we succeed - therefore there is very little risk on your part.

