

Summer 2018

Exit This Way Consulting

a division of One Network Inc.



MARKETPULSE

There is no sign of a slow down, the market is as robust as its ever been and sellers are undoubtedly benefiting from today's strong market. Higher quality deals get done at a premium. Less attractive deals are starting to get more attention. The combination of dry powder and equity available is fueling activity. ... [Full Report](#)

	2018		2017		
	Q1	Q4	Q3	Q2	Q1

MEDIAN MULTIPLE PAID (EBITDA)

\$2MM - \$5MM	4.4	4.3	4.5	4.3	5.3
\$5MM - \$50MM	6.1	5.5	5.0	5.4	5.3

To discuss the current market conditions in your industry right now:-

Call Direct: **250.870.6813**

or

Email me: neil@exitthisway.ca

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Managing Partner

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4 Ways CEOs Kid Themselves About an Exit

It is not easy being a CEO, let alone surviving an exit process while in the hot seat. Here are 4 of the most common myths that we hear from CEO's:-

#1. My buddy got 10x for his business, so I can to.

... we achieve
**20% ++ more than the
internal valuation ...**

#2. I am worth X today, next year it will be worth much more.

#3. I know how to sell, I can do it myself,

#4. I'll talk to the Buyer, just bring an Offer.

It is very hard to get a process moving from a standing start. Read on below ...

Go it Alone, Leave Money on the Table

Up to 80% of all middle market companies for sale never close their transactions.

Preparation and a Deal Team are required to realize the most value possible from a sale and get the deal done. A broker can keep a good deal from blowing up, and prevent issues from overheating past the point of no return. As the saying goes ... "Professionals have coaches, amateurs don't".

A fee on a good deal done is better than no fee on no deal.

Call us to learn more.

[Email Neil](#), or call direct: **250.870.6813**



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