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## Exit This Way Consulting

a division of One Network Inc.



### MARKETPULSE

Looking at the common multiple ranges, we see a fairly sizable spread in the lower middle market, with outliers above and below. As always that may be tied back, in part, to seller preparation. Those who prepare and plan ahead typically get the higher multiple deals ... [Full Report](#)

#### Common Multiple Range (EBITDA)

\$2MM - \$5MM	44% between 4.25 - 4.75
\$5MM - \$50MM	54% between 5.25 - 7.75

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

Call Direct: **250.870.6813**

or

Email me: [neil@exitthisway.ca](mailto:neil@exitthisway.ca)

**Neil Thomson, CBI**  
Managing Partner

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### Guide for CEOs:

#### #1. Don't overlook exit planning.

How well you manage and prepare for a succession event may be the decisive factor in the overall financial success of your business and its stakeholders.

[Read full article](#)

**For most owners,  
exiting their business is  
a once-in-lifetime  
event.**

## Preparing Your Company for Sale

Most business owners make the mistake of putting their companies up for sale, or even beginning negotiations with a buyer, without adequate preparation. This can accelerate deals falling apart, or less-than-satisfying results. Studies have shown that four out of five Letters of Intent (LOI's) fail the due diligence process.

**Are you preparing to sell your company?**

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



*... the road less travelled ...*

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