

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	54% between 4.0-4.5
\$5MM-\$50MM	77% between 4.25-7.0

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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

Neil Thomson, CBI
Managing Partner

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An M&A Advisor is worth the Cost.

A 2016 study asked CEO's who had recently sold their businesses with the help of an Advisor whether their advisor added value. **For a full 100% of respondents, the answer was yes, with 69% reporting a "significant" impact.**

If you're considering an exit, its best to get started early. The more time we have, the more likely it is of growing value before the sale and achieving maximum value at the sale.

Buyers focus on the trailing twelve months EBITDA, which means you'll want the business to be in prime shape at least a year before the

**...36 months before
the deal is ideal, 24
months prior is okay...**

transaction. Deciding on a Share Sale vrs an Asset Sale is a first step. Building the management team and reducing owner dependence, ensuring an optimum shareholder structure, transitioning capital expenditures to off Balance Sheet capital leases, cleaning up financials such as removing dead stock inventory -- all of these strategies take time to implement.

Our track record mirrors the study, delivering 20% to 50% more transaction value than owners can get on their own.

When to tell Employees you're Selling the Business.

After an accepted Offer has been achieved, purchaser due diligence can take months. Sharing news of a potential sale, before there's a sure sense of the outcome, can distract employees leading to drops in performance that may end up impacting the final terms.

When the deal is Closing, work with your Advisor and the Purchaser to build an announcement plan.

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



... [the road less travelled](#),
[what clients are saying](#) ...

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