

Newsletter

BABY BOOMER TRANSITION STRATEGIES

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The first Baby Boomer collected social security benefits in 2008. By 2023, only 14 years from now, an estimated 7 million Baby Boomers who own businesses will retire. These businesses have an estimated fair market value of \$10 trillion, representing 80% of these owners net worth. As many as 80% of these businesses may not find buyers. Almost half of the owners have no financial plan or estate plan and a greater number have no exit strategy in place.

BABY BOOMER GENERATION

**7 Million Retirees
By 2023**

**Total Business Valuation
\$10 trillion**

Owner Exit Strategies

Of the Lower Middle Market companies (20 to 500 employees) marketed during 2005, only 1 in 3 found buyers and closed a sale. These deplorable results will only get worse as a flood of businesses reach the M&A market. In contrast to industry averages, approximately 90% of **Janas Associates** sell side assignments are successfully completed. **Janas Associates** obtains growth and acquisition capital for its clients.

Owners that plan ahead significantly increase their chance of completing a sale. **Janas Consulting** has completed Strategic Plans, Transition Strategy Plans and Operations Plans in preparation for eventual sale. These plans may include financing to support acquisitions to make a company more attractive to acquirers, reorganizations to clarify post-sale

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management, or methods for the next generation to acquire from parents.

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