

The Most Valuable Companies in America – Investors are loaded with cash. Boomers are looking to buy. Foreign firms are eager to invest.”

Source: Inc. Magazine, Dahl, Darren. April 2008

The recent April edition of INC.MAGAZINE caught our attention for a particular reason.

Author Darren Dahl headlined his piece “The Most Valuable Companies in America – Investors are loaded with cash. Boomers are looking to buy. Foreign firms are eager to invest.”

You may be thinking that the business you built and manage wouldn't be of interest to the sort of buyers Mr. Dahl references in his work, but don't. You may be thinking that because the everyone is talking about the weak economy, high fuel prices and a volatile stock market that this would not be the time to even consider creating an exit strategy, but don't.

The fact is the mid to lower market, companies with revenues between \$1 and \$25 million, is of great interest to all of the of buyers identified by the headline above. That's an important reality. It is true that we won't be seeing as many mega deals on Wall Street as we have in the past, thanks in large part to the housing and mortgage markets fiasco, but remember, the demographics currently in play with business owners and entrepreneurs beginning to entertain exit strategies on their own, is underway.

The capital markets, made up of venture capital firms, hedge funds, private equity groups and individuals leaving the corporate sector with the desire of running “their own show,” are abundant and the funds to back them up are likewise. In the past week, we've received inquires for small business opportunities from numerous foreign investors seeking any number of different industry enterprises. The weak dollar creates an interesting opportunity for sellers; especially those who may attract a euro-funded buyer.

Darren Dahl's article is a must read for business owners. It is not only insightful, but provides several helpful tools to assist owners in the very early stages of the process. If you would like a copy of the article, feel free to give us a call or visit our web site at **www. ExitStrategically.com** and make the request at our “Contact Us” page.