

Why now is a good time to sell your business

A Guest Article by Henry Campbell-Jones
August 2009

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Willing buyers – if you're in the right sector

With the hot and cold news on the economy at the moment and the banks' continued reluctance to lend, you may be forgiven for thinking that there are few buyers ready or willing to fund an acquisition.

Not so, particularly if your business is in certain sectors:

- information technology
- marketing and PR
- manufacturing and engineering
- security
- insurance
- legal
- accountancy.

These sectors are all going through a period of consolidation, and there are numerous willing buyers with funds available to acquire such businesses.

Why are they buying now? They wish to consolidate and increase their market share, and they have capital to spend which they have built up over the boom years.

So if you are thinking of exiting your business, there are three good reasons to act now:

- Sell while you are still successful and enjoying it. It is harder to sell when you have to and have lost enthusiasm.
- The economy is changing and those "green shoots" will take time to grow. Avoid the stress of steering your company through these difficult times.
- There are buyers with funds looking to acquire in your sector now. Good businesses with sound returns will always sell well.

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If you would like more information on any of the points covered in this Guest Article, please contact TCii on 020 7099 2621.