

Newsletter

BABY BOOMER TRANSITION STRATEGIES

June 30, 2009

JANAS

—
www.janascorp.com

www.chinese.janascorp.com

—
R. Carter Freeman
Chairman, Pasadena
rcf@janascorp.com

—
Richard E. Gregerson
President, Pasadena
deg@janascorp.com

—
Christopher Ball
Managing Director, Pasadena
ctb@janascorp.com

—
Craig Miller
Managing Director, Pasadena
clm@janascorp.com

—
Michael O'Connell
Managing Director, Pasadena

moc@janascorp.com

—
Joe Feig
Managing Director, Pasadena
jmf@janascorp.com

—
Ed Johnson
Managing Director, Pasadena
jej@janascorp.com

—
Michael Poma
Managing Director, Pasadena

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

mgp@janascorp.com

Securities: South Lake Avenue Securities Corporation,

Member: FINRA, SIPC

[Join Our Mailing List!](#)

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

[Janas Locations](#)

225 S. Lake Avenue, Suite 610
Pasadena, CA 91101
626.432.7000

7 Waterfront Plaza, Suite 400
500 Ala Moana Blvd.
Honolulu, HI 96813
808.543.1190

1805 Wheelock House
20 Pedder Street, Central
Hong Kong, SAR
852.2293.2219

Level 10, Skyframe Tower, No. 8
Linhe Zhong Road, Tianhe District
Guangzhou, China
86.20.2831.7250

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to mz@janascorp.com by mz@janascorp.com.

[Update Profile/Email Address](#) | Instant removal with

[SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Janas Associates / Janas Consulting | 225 S. Lake Avenue | Suite 610 | Pasadena | CA | 91101-3027