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Happy New Year, It's 2015
The Year of the Business Sale
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- Rick Andrade
Managing Director



Over the past 18 months M&A activity has been accelerating. More than 80% of CEO's and Private Equity buyers said in a recent survey¹ that 2015 will be as strong or stronger than 2014. In our opinion we agree that 2015 looks sparkling for the following reasons:

- Consumer confidence and spending - UP
- Business confidence - Up
- Employment rate - Up
- GDP growth rate - Up 5% Q3 2014
- Stock markets: Dow and S&P 500 - Near all-time highs
- Lending rates - Historically low rates
- Lower Energy Prices-improving everyone's mood

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The sudden drop in gasoline prices has awoken a sleeping giant: the US Consumer. This awakening in my view will make 2015 the best year in seven to sell a business. Private Equity still has over \$500 billion in money to spend. Many corporations need to acquire to sustain growth. So there is still a lot of buying interest.

And given the low cost of borrowing and cash still sitting on Corporate USA balance sheets and available to Private Equity Funds, a spectacular seller's market is projected for 2015.

SO, HERE'S THE BOTTOM LINE

With the exception of a few industries, such as oil production, 2015 is poised to be an excellent time to sell your business and achieve liquidity and investment diversity. Valuations strengthened last year, a continuing trend.

These factors make exploration of the market for a potential sale in the months ahead a stellar move.

About the author: Rick Andrade is an investment banker at Janas Associates in Pasadena, Ca and finance writer in Los Angeles helping CEOs buy, sell and finance middle market companies. Rick earned his BA and MBA from UCLA and holds Series 7, 63 & 79 FINRA securities licenses. He is a licensed Real Estate Broker, a volunteer SBA/SCORE instructor, and blogs at www.RickAndrade.com on issues important to middle market business owners. He can be reached at rja@JanasCorp.com.

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1 Deloitte Mergers and Acquisition Trends

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