



BENJAMIN F. EDWARDS® & CO.  
INVESTMENTS for GENERATIONS®

## Investment Banking

*Selling Middle-Market Companies*

Assisting on Targeted Acquisitions  
Independent Advisory Services to Business Owners



Summer 2018

## The Current Robust Merger & Acquisition Market

*“The market today is and has been flush with capital, and combine that with a relative supply-demand imbalance, we’re seeing valuations across virtually all sectors be at all-time levels.”*

*–Bill Watkins, Managing Director at Harris Williams.*

*“In 2018, robust confidence and reduced policy uncertainty should increase the fundamental incentive for corporate acquisitions.”*

*–David Kostin, Head of US Equity Strategy at Goldman Sachs*

Middle-market dealmakers have been very active in 2017 and 2018, and dealmakers remain bullish about the future, according to data by JP Morgan and The DAK Group.

Numerous factors have led to such a robust M&A market including:

- Favorable macroeconomic conditions
- High consumer confidence
- Pro-business legislation
- Strong corporate balance sheets

### **Business Owners:**

How to Ensure a Smooth and Successful Transaction

- Be certain that selling the business is the optimal exit strategy for **YOU**.

- Work with an investment banker to manage the selling process. Selling a business is a full time job—the business owner needs to focus on running the business while the investment banker can focus on selling the business.
- Confirm that your value expectations are consistent with market value dynamics—you will need an experienced investment banker to value your business.
- Get organized before you start the process.
- Be available, responsive and honest in the selling process.

As a business owner, selling the business is one of the most important financial decisions an owner will ever make. This is an opportune time to review your exit strategy. Now is a strong sellers' market and an ideal time to be a seller of a middle market business.

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*Benjamin F. Edwards & Co.'s Investment Banking team specializes in selling middle-market companies.*

### **Investment Banking Team**

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