



A Seller's Year

2018 is sizing up to be a very strong year for sellers of privately-held businesses. According to Deloitte's recent M&A Trends Report, expectations are high for an uptick in deal activity in the new year. About sixty-eight percent (68%) of executives at US corporations and seventy-six percent (76%) of leaders at US private equity firms believe deal flow will increase in the next twelve (12) months.

Owners of government contracting businesses can also expect strong demand from buyers in 2018. According to a report in Washington Technology, transactions in the GovCon sector are up twenty percent (20%) and the trendlines continue to go up. In fact, the number of GovCon transactions have grown exponentially in the last few years. This tracks Deloitte's recent research reporting that sixty-three percent (63%) of private equity executives believe deal size will increase in 2018.

“Our senior team has advised on over 100 transactions totaling more than \$15 billion in deal value,” says Sharon B. Heaton, sb LiftOff CEO. “We are especially focused on helping the founder owner lift off to their next goal in life.”

“We tried selling on three separate occasions. No success. Then we got sb LiftOff,” says a former client. “Their attention to the deal process was extraordinary. Our multi-million dollar deal closed and we were thrilled.”

2018 is a great year for sellers. If the time is right for you – or if you think you’d like to sell in a year or two – contact us. We’ll help you lift off to your next goal in life!

Click below to read Deloitte's The State of the Deal: M&A Trends 2018

