

FOR IMMEDIATE RELEASE

Attention: Chicagoland Sunbelt facilitates sale of a High-profile Paving company

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Chicagoland Sunbelt, the dominant business brokerage firm in Chicago, reported that it facilitated the sale of a high-profile and very well-established Paving company on the North Shore of Chicago. This business was on the market for less than five months, during which time there was significant market pressure generated. The closing transaction provided an attractive exit strategy for the business owner.

Chicagoland Sunbelt was retained by the Seller to manage the entire business acquisition process which included designing an exit strategy, developing a confidential marketing plan, fielding offers, coordinating due diligence, and overseeing the complexities of the closing and management transition.

"We are at the beginning of an unprecedented trend with an ever increasing number of executives looking to leave their corporate careers and the 'baby boomers' preparing to retire and sell their businesses", stated Domenic Rinaldi, managing partner of Chicagoland Sunbelt. "This transaction was handled by one of our senior brokers, Jim Cohen, who did an outstanding job of managing all phases of this transaction."

According to a study by Marquette University, there are approximately 7.7 million small and mid-size businesses owned by 'baby boomers'. Over the next fifteen years 1 of every 2 of these businesses will act upon an exit strategy. This will result in an overwhelming 3.8 million businesses changing hands between 2005 and 2020.

Chicagoland Sunbelt advises that potential buyers and sellers become educated with the realities of small business transactions. Buyers should be certain to locate transaction-oriented advisors, meet with potential financial providers, research the local market, utilize a professional business broker and choose a business for the work first and the financials second. Sellers should hire a professional business broker, obtain a valuation, understand their tax consequences, confidentially market the business and rely on experienced advisors.

Chicagoland Sunbelt is a Business Broker firm that focuses solely on helping people buy and sell businesses. Chicagoland Sunbelt is also a proud member of Sunbelt Midwest which operates 5 offices in Minnesota, Wisconsin & Illinois and is part of Sunbelt's worldwide network of 350 offices.

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