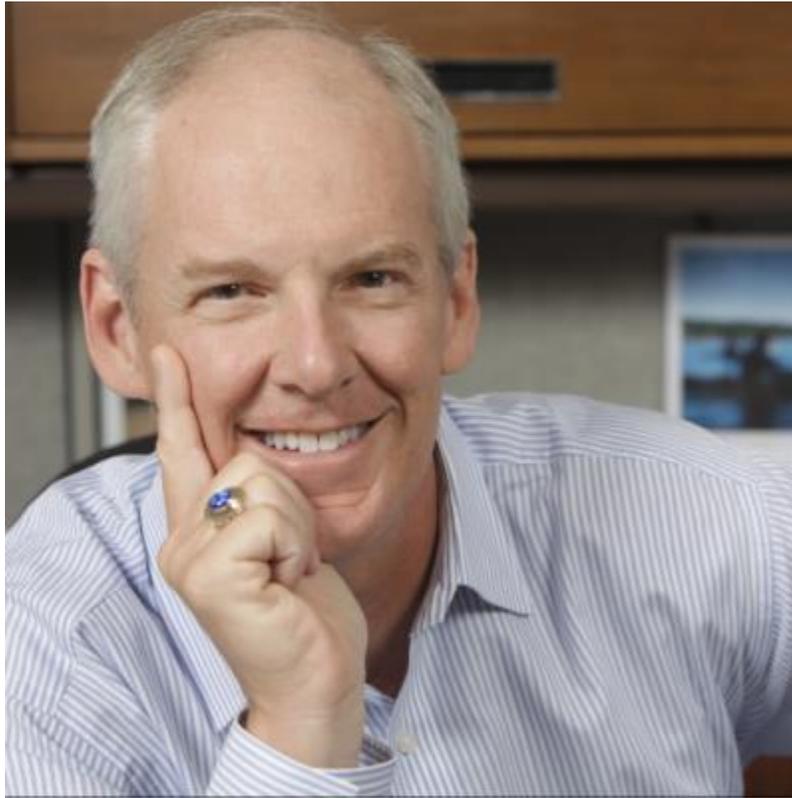


## 2015: A Good Year To Sell Your Business?



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I use my experience to help save business owners a headache or two.

*Business owner optimism is high. So is the number of business owners who have received an offer to buy their business. The average multiple of earnings offered for these businesses has increased to above four times pre-tax earnings. And most owners say their industry is growing.*

Does this sound like just a pitch for a motivational seminar, or perhaps the exhortations of a so-called TV business expert? Actually, it's solid data based on the research of a successful serial entrepreneur who specializes in business exit planning.

When I want to know how private businesses are doing, I look to John Warrillow. He is the founder of [The Sellability Score](#), a service that helps business owners and their advisors better determine the “sellability” of their business.

John’s firm does a quarterly research study, The Sellability Tracker, which analyzes the drivers of value for privately held businesses. I find this research helpful because it’s based on data from more than 12,000 users of their service from around the world.

The third quarter results suggest that 2015 may be a good year to sell a business.

It appears that a lot of offers are being made and that the multiples of pre-tax profit quoted in the offers are comparatively high. The results also demonstrate that the quality of an offer for any one business depends on a number of factors specific to that business and industry.

Let’s highlight some of these value drivers.

### **Likelihood you get an offer**

The percentage of businesses who have received an offer in the third quarter is 19 percent higher than the benchmark average.

Owners with companies that could survive their absence are consistently more likely to get an offer.

Companies with some form of management team continue to be more likely to get an offer.