

NEWS & INFORMATION RELEASE

MAY 29, 2013

Chartered Business Valuators Offer Advice to Business Owners: Prepare to Sell Now to Take Advantage of Window of Opportunity

New Chartered Business Valuators' video report on buyer insights
and succession planning tips

Video: [Succession and Valuation: Getting ahead by starting early.](#)

Toronto, ON, May 29, 2013: June is the most popular time to retire. As thoughts turn to retirement this month, business owners need to plan for succession now so their business can provide the financial liquidity for the owner's retirement needs.

The market conditions are prime for selling and, unlike what happened in 2008 when owners shied away from divesting, there are more buyers, both strategic and financial, looking for opportunities. Today, business owners should assess if their business is well-positioned to take advantage of the opportunity to sell. If it is not, they should start to groom the business now for transition, according to a new video report from the Canadian Institute of Chartered Business Valuators (CICBV).

"There is significant capital in the marketplace and buyers are looking for investments. However, potential purchasers with new investment capital will not simply appear. A clear [3-5 year plan for succession](#) will determine the best time to sell, how to maximize value and how to best transfer that value," says CICBV spokesperson, Sue Loomer, Managing Director, Campbell Valuation Partners Limited.

Though 50% of business owners in Canada are planning to exit the workforce in the next 5-10 years (CIBC World Markets Study), the CICBV found that most are not prepared for succession in a [survey of 156 business executives](#).

The video features several Chartered Business Valuators discussing succession planning, offering recommendations on where to start the process, and an overview of what buyers are looking for.

“Right now there are far too many owners without a plan: leaving succession to chance, or prepared to simply walk away from the business. But there are options,” concludes Loomer, “which benefit not only the owner who sells, but everyone as these businesses live on and continue to contribute to our economy.”

CBV Sue Loomer, Managing Director with Campbell Valuation Partners Ltd., is available to answer questions about the content of the video analysis and to facilitate interviews with other CBVs in regions across the country as required.

About CICBV

The Canadian Institute of Chartered Business Valuators is the largest professional valuation organization in Canada, and is the sole administrator of the Chartered Business Valuator designation, providing education and accreditation to its members. Chartered Business Valuators (in Canada) are the only professionals specifically trained to value privately held businesses and intangible assets.

CICBV was founded in 1971 and is headquartered in Toronto with Board representation from across Canada. The CICBV oversees the qualification, certification, continuing education, ethical, professional and discipline standards of CBVs.

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