

BETWEEN THE LINES

M&A Insights for the Lower Middle Market

A monthly newsletter highlighting the latest news, trends, and best practices for entrepreneurs and their advisors

No Time to Panic: Why this recession is still a good time for small business M&A

With the Federal Reserve raising interest rates, a bear market on Wall Street, and the media proclaiming doom and gloom, it might feel like a good time to batten down the hatches and wait for the storm to pass. However, in our opinion, this is no time to panic. While being more disciplined in your decision making is prudent in times like this, there's no reason to put off buying or selling a business right now. We expect M&A activity in the lower middle market to stay high, with good deals to be found for both buyers and sellers.

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Thoughts we're reflecting on...

"In any situation in life, you only have three options. You always have three options. You can change it, you can accept it, or you can leave it. What is not a good option is to sit around wishing you would change it but not changing it, wishing you would leave it but not leaving it, and not accepting it. It's that struggle, that aversion, that is responsible for most of our misery. The phrase that I probably use the most to myself in my head is just one word: accept."

• Naval Ravikant

Prepare Your Business to Come Out of Nowhere

Challenging economic times are a good opportunity to take stock and prepare yourself and your business for the future. In a strong, booming economy, it can be easy to lose focus and let your discipline slip, as it seems things will continue to be good forever. When we see market corrections, it's a helpful reminder that things aren't always good, but there's opportunity in every market. Some of the biggest companies in the world "came out of nowhere" as the economy recovered from a recession, such as Netflix in 1997, Airbnb in 2008, and Trader Joe's in 1958. Even General Electric was founded in the middle of a six-year recession in 1876! What are you doing today to prepare your business to come out of nowhere in 6-12 months? Here are a few ideas to get you started

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Four Reasons You Should Hire an M&A Advisor to Help Sell Your Business

While many entrepreneurs prefer to "do it yourself", selling a business is a case where hiring an expert can result in a much better experience. M&A Advisors can help navigate the complexities of a deal, be your advocate and look out for your best interests, and steer clear of potential "deal killers" along the way. Here are four benefits to getting the right help

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