



By Bradley G. Marlor MBA, CBI
Utah Business Consultants

Mergers and Acquisitions in a Turbulent Economy

I am writing this article October 8, 2008. The newspapers include the following dire headlines: “The Dow Jones is now 33.3% below its all-time high from last year. The rout brought the Dow Jones industrials’ losses to more than 875 points in two days, and its close was the lowest close in five years”, “The Federal Reserve and other major central banks from around the world slashed interest rates Wednesday to prevent a mushrooming financial crisis from becoming a global economic meltdown”.

At first blush, the recent news is enough to make even a dyed in the wool, seasoned business type queasy. Businesses and investors alike are watching the news and world events wondering if the markets and the economy will ever “hit bottom”. In the current environment, it’s obvious that not everyone is exactly feeling bullish about the future. Many investors have taken their money out of the market, some business owners have already shuttered their businesses, and a few individuals have taken the situation to the extreme and ended their lives.

Given the ominous backdrop, what is to be done? Do we have anything to look forward to? Aren’t there any opportunities out there? Should we act or react?

I received a call this week from a client we recently assisted in selling his business. He was excited to tell me that he just bought a house in Davis County that was in foreclosure. The builder (and bank) was in to the property close to \$300,000 – he picked it up for \$80,000. He plans to finish the house, landscape it and reap a nice investment. The concept isn’t for everyone, but the point should be obvious -- he sees opportunity. Even in a down market, and especially a down housing market, he is bullish on the opportunity. I know his personality; he has bought right, will work hard, and will make a handsome profit. His attitude is something to think about – today.

I prefer to act rather than react. I believe today there are just as many opportunities to find success in, than a year ago. Certainly the road and year ahead will provide better opportunities for growth and profit than this last year. But sitting on the sideline watching the game will never allow you to score points.

We are representing businesses today that are profitable, going concerns with great futures. Yes, we have a few clients whose businesses have been interrupted by the economy, and are not currently marketable – but they are working hard to turn their economic lemons into lemonade, they are not sitting on the sidelines or giving up. The proverbial dictum of “Carpe Diem” or “seize the day” should be our mantra in these turbulent times. Those who do seize the day will score points and opportunities; those on the sidelines only regrets.

Bradley G. Marlor MBA, CBI is a Managing Partner at Utah Business Consultants and a Certified Business Intermediary with the International Business Brokers Association. Utah Business Consultants is a full-service Business Brokerage and Valuation firm. He can be reached at brad@ubcutah.com.