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The 'Best of the Best' Merger and Acquisitions Skills

Founded in 1986, IBG Business is a nationally respected, award winning leader in business sales and acquisitions of privately held middle-market companies. They assist business owners in valuing and selling their companies at the appropriate time, for maximum value.

International Business Group, LLC (dba IBG Business) exists to bring the 'best of the best' merger and acquisitions (M&A) skills and knowledge to company owners when they are ready to sell a business, or make an acquisition. This firm is of distinctive character and shared values, defined by commitments to deliver business owners excellence in M&A services.

IBG serves business owners in acquiring and divesting businesses. In an interview with the firm's John Zayac, he outlines the undoubted success of his company and how they deliver the best opportunities for their clients, as well confidentially and superior results.

60-Second Interview

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What does your business do?

We sell lower mid-market privately held firms for maximum value.

Who are your clients?

Privately held firms that earn in excess of \$750,000.

What makes your firm unique?

Superior service and success record based upon over 30 years of operation and 1100 successful transactions.

What are the greatest challenges facing you at present?

Identifying quality firms that are considering selling for maximum value in a 'sellers' market'.

What are the ambitions of your firm in the future?

To continue our office expansion to 10 offices by the end of 2017

What is your firm's biggest challenge?

Meeting the needs of aggressive buyers seeking strategic acquisitions.

What business or business person do you most admire and why?

John Johnson due to his industry wisdom in the mergers and acquisition of privately held firms.

