

Best Financial Services Deal of the Year – USA

IBG Business

IBG Business is an M&A broker and advisor firm serving business owners and business acquirers. They provide investment banking services focused on advising, planning and implementing strategies to accomplish business ownership transitions for privately held middle market businesses. The firm acquired the operating platform of IBG Business Services, Inc. a deal which will further expand and evolve its services. We spoke to them to find out more.

IBG Business focuses on successful transfers of businesses, assets and operations to successor owners. These are often third party buyers of a company, but may also include intergenerational transfers, management buyouts or joining together of independent firms.

At IBG Business, they strive first to know their clients and understand their objectives. Working to understand the intrinsic values and key attributes of a client's business, then to educate them as to realistic expectations and results. IBG's professional M&A process is designed and customized to present a business in a way that ensures buyers will understand and appreciate the full value it represents to them. A disciplined approach to confidentially identify and attract the most appropriate and highest value buyers, then nurtures their interest and motivation through education, communications, and negotiations to deliver the best results the market will allow.

According to John C. Johnson, Managing Partner at IBG Business, "For our deal, it was most challenging to identify the differences between the firms, select the best practices and implement a strategy that allowed us to integrate operating styles and business processes."

Each of IBG's founding principals is independently recognized as a trusted leader in the profession. They commit to remaining at the forefront by being focused, full-time on investment banking through M&A broker and advisor services. They are active in their business and professional communities, staying abreast of change through industry associations, continuing education and maintaining key certifications. Founders and associates are committed to providing visionary leadership in their profession and gladly serve in its chief roles to help maintain and uplift the profession.

The track record of IBG Business's professionals is inspiring. That includes performance in lead advisory roles in over 1,100 successful transactions, respected status as leaders within the professional community and award winning recognition for excellence and visionary leadership. They demonstrate a "proven performers" track record as a guide to what clients may expect as IBG performs for them. IBG's Partners are pleased to have been recognized with the award for Financial Services Deal of Year – USA. Gary Papay noted, "We knew it was in the best interests of our clients to accomplish the bringing together of our four business into one and acquiring such a highly respected M&A operating platform.

The process of joining leaders, each of whom brought their own experiences and ways of doing things, to operate as partners was challenging, but has proved to be invaluable."



International Business Group,
LLC dba IBG Business

Principal Offices Located in Arizona,
Colorado, Oklahoma, Pennsylvania

Web: ibgbusiness.com

Phone: +1 800 933-4558