

# The coming wave of business transitions in Canada

Are entrepreneurs ready to exit their company?

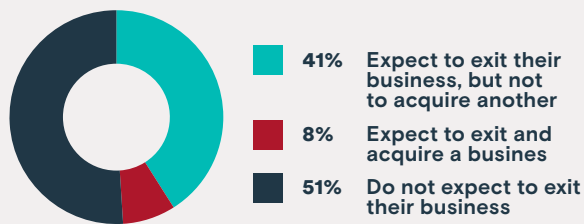


Almost 60% of Canadian small and mid-sized business owners are aged 50 or older. How should entrepreneurs navigate this reality as they near retirement? To find out, BDC asked over 2,500 Canadian business owners about their succession plans.

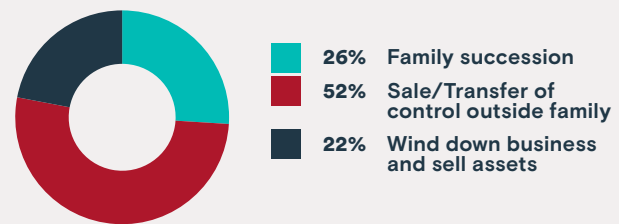
## A competitive market

A wave of retirement will create a boom in business transitions in the next five years.

**41%** of entrepreneurs expect to exit their business without acquiring another in the next five years.



**52%** of sellers expect to sell or transfer their business outside the family.



## Slowing down too soon

Entrepreneurs looking to exit without acquiring another firm risk leaving money on the table

**71%** are reluctant to take risks to improve their business's performance.

**52%** have little interest in expanding their business.

## Making the right moves

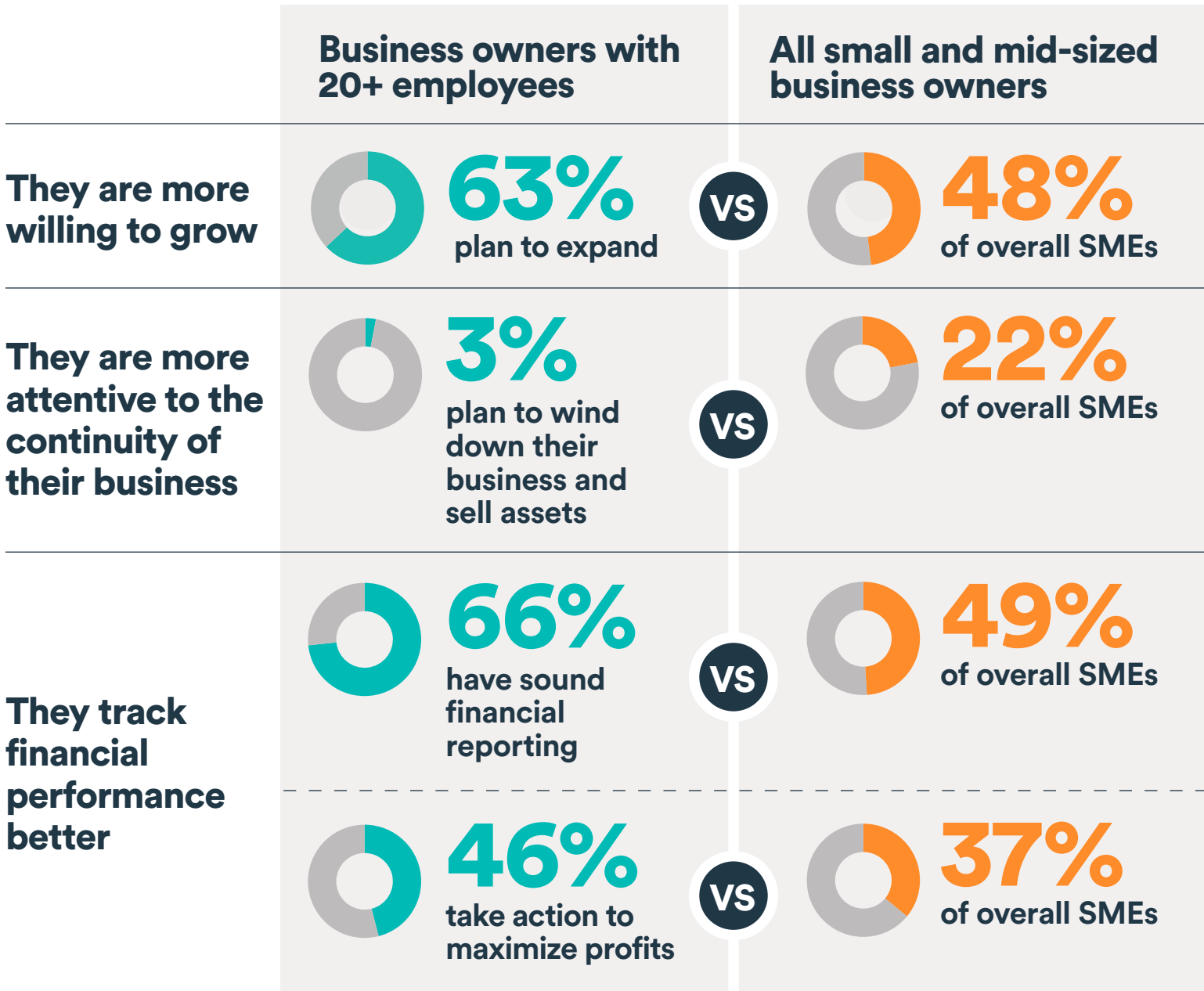
Increase the value of your business before selling

**1** Invest and improve right up to the sale

**2** Boost your profits and keep money in the business

**3** Keep detailed and reliable financial reports

# Entrepreneurs in bigger businesses are better prepared



Download the full report  
[bdc.ca/transitionseller](https://bdc.ca/transitionseller)

Looking for financing to transfer a business or advisory services to help ensure your financial management is in order?

Contact us  
T: 1-888-463-6232  
E: [info@bdc.ca](mailto:info@bdc.ca)