

## The Confederation M&A Team

### Bob Brown, Senior Advisor



*My advice for someone looking to sell a business is to set proper expectations and then allow a professional to execute. Personal feelings can make selling a business very difficult.*

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**What are some of your hobbies?** Golf, hockey, squash, spending time with family

**What do you like the most about doing business in Atlantic Canada?**

The people...it seems cliché but people in Atlantic Canada are unique...in a good way.

**What do you enjoy most about your career?**

The opportunity to meet and work with new people but also the pleasant surprise to be able to re-connect and work with so many people that I have developed relationships with over the past 30+ years through business and sports since moving from Ontario in 1984.

**What inspires you to succeed?** Because of the personal nature of someone selling something they worked so hard to build it feels good to see them successfully transition to their next chapter and to be able to do so feeling that the hard work was worth it and the transition was handled in a professional and respectful manner.



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