

The Confederation M&A Team

Jeff MacKenzie, MBA, Senior Advisor

“ I always enjoy meeting the new faces that come through our doors. Each person has their own unique story and we can learn a lot from their experiences. ”

What are some of your hobbies? Sports, music, travelling, and spending time with family, friends, my wife Becky and dog Sam

One piece of advice you have for someone wanting to buy or sell a business?

For sellers, my advice would be to start early. We often see business owners that wait until the 'eleventh hour' before they start having serious discussions about taking the next step. If an owner is getting tired, often that tiredness can reflect in the performance of the business and impact it's value. You are better off to sell while the going is good and get rewarded for your hard work!

What do you like the most about doing business in Atlantic Canada? Atlantic Canadian's seem to have a team-like mentality and want to support each other. They like to help others succeed and be part of their journey. In the M&A world, we often see this when a business is transitioning from one owner to the next. Rather than simply stepping away from their business and saying "good luck!" to the next owner, most sellers will want to ensure the buyer can continue upon their successes and are willing to help to make sure the transition is as smooth as possible. It's motivating and refreshing to see.



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