



INFINITY BUSINESS BROKERS
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Don't Hate Investor Visas: How Misinformation Hurts The Small Business Community

By Michael Monnot - www.InfinityBusinessBrokers.com

Investor Visas have been in the news, and it isn't pretty. They've been described in numerous ways, the least flattering of which is as a way for the corrupt and evil to write a check and waltz across our borders. Nothing could be further from the truth. This aspect of our immigration system might soon be facing a major rewrite - one that could effectively end the path for foreign entrepreneurs looking to come to the United States.



I own a small business and none of my employees are immigrants.

Why should I care?

If you are a small business owner who doesn't feel like they have a dog in the immigration race, it might be tempting to just tune all of the noise out. It might also be tempting to believe all of the media hype concerning our Visa system and the apparent ease with which a foreign national with terrible intentions can just buy their way into the country. Sticking your head in the sand or taking at face value everything that streams across a news feed are both enormous mistakes when it comes to the future of your business and the future of the U.S. small business economy.

The truth about investor Visas? They are a continuation of our proud national heritage. With very few exceptions, everyone who is a United States citizen can look back into their own lineage and find an immigrant who came to this country and worked hard to build a better life for their family. They created the main street businesses that kept communities strong, drove the industrial revolution



and brought the prosperity that made us into a world power. In more recent generations immigrant entrepreneurs have been innovators, creating the tech-based businesses we all know and use. Cutting off the ability for the next generation of foreign born entrepreneurs to come to the United States will kill the vital legacy that made us great in the first place. Eliminating foreign born entrepreneurs also removes from the pool a large number of future business buyers - buyers today's business owners will need when the time comes to sell.

What about immigrants who just buy their way into the country?

How do we know they aren't "bad actors"?

Investor Visas used by foreign entrepreneurs come with an enormous amount of vetting and red tape. There are applications that require an immigration attorney's help, one-on-one interviews at American consulates, seemingly limitless disqualifiers that can end the process for a foreign investor before it even begins. In most cases you have to have a large amount of capital to invest and your status within the United States could remain in perpetual limbo as you must reapply for some investor Visas every few years. In some cases you also have to prove that you are creating specific numbers of jobs for U.S. citizens. This wouldn't be an easy or sensible road for any "bad actors" to take, especially considering that a tourist/business visitor Visa ([of which this country issued 1,106,723 in 2016](#)) is so much easier to obtain.



Investor Visas are a good thing. They bring us the people we want and need - driven entrepreneurs and innovators. Small business owners who want the small business economy to continue to thrive should encourage, not resent, the investor Visa process.

Have questions about the process by which foreign-born entrepreneurs can buy a business in the United States? Want to know if your business would be open to this pool of buyers? [Contact us today.](#)

Looking Good: A Record Breaking 2017 - BizBuySell's Third Quarter 2017 Insight Report

By Michael Monnot - www.InfinityBusinessBrokers.com

The small business market is booming, record setting booming, with this year on pace to see the highest number of small businesses bought and sold in the last decade. Closed transactions are up 24% from the same time last year and small businesses are performing well, which may be a contributing factor to the increased numbers of sales and the higher sales prices. Median revenue of sold businesses is up 11.2 percent from the third quarter of last year, and the number of active listings is up 6.7% over last year. This increase of options means better choices for buyers looking to enter the world of business ownership.

Not only are businesses selling for higher prices, they're selling faster too. The median time to closing fell 14.6% from last year - an average of only 146 days. This might mean that the confidence of buyers in the small business market and the motivation of sellers to sell while the market is good are coming together over the negotiating table.

The hottest industry sector? Service. Restaurants, in particular, saw a 22.2% increase in median revenue for those businesses that sold in the third quarter. The number of service industry transactions was also up - 26% when compared to last year.

What could be driving these impressive market gains? The economy is doing well in general, so small businesses are seeing good numbers. This coupled with the possibility of fewer regulations and a decrease in taxes could be giving the market a push.

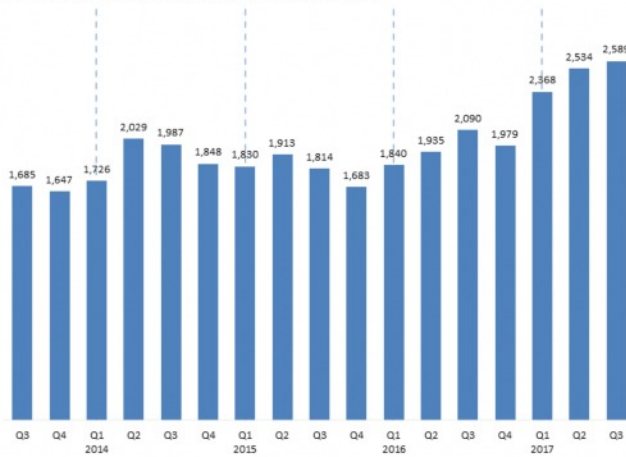
What does this mean for you? Sell while the selling is good. The factors contributing to this booming small business market - like the possibility of tax reforms and the raging economy - may falter and affect what you can get for your business if you wait to list. A boom is always followed by a bust, so get the biggest return on your business investment by riding the wave at the top - not the bottom.

Want to know what businesses like yours are currently selling for?

[Contact us today.](#)

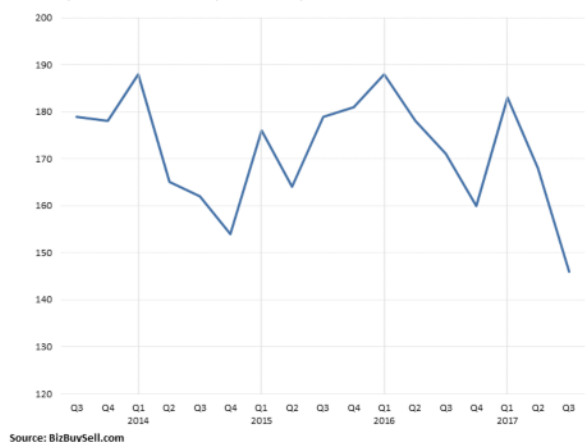
Closed Small Business Transactions

Number of transactions by quarter as reported on BizBuySell.com



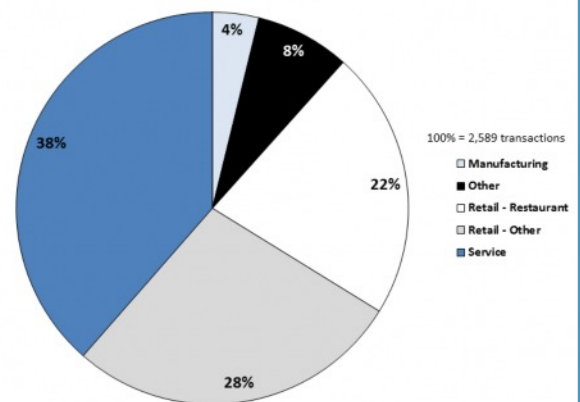
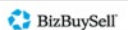
Median Days on Market

Median days on market over time as reported on BizBuySell.com



Small Business Sales by Sector

Percent of transactions closed in Q3 2017 by sector as reported on BizBuySell.com



The Current Immigration News Round-Up

By Michael Monnot
www.InfinityBusinessBrokers.com

Immigration has become a buzz word in our new cycle lately, and as such it might feel like for every five seconds that passes the immigration policy of our nation changes six times. While this is obviously an exaggeration, immigration news has become an every-evolving story, and recently there have been some very big news events in the immigration world.

Chief among them? The third iteration of Trump's travel ban is now out, and this newest version has kept the six countries on the second version plus three more, Chad, Venezuela and North Korea. The inclusion of North Korea is not surprising considering our current tensions with that country, and Venezuela's inclusion isn't surprising when you note that this only includes Venezuelan government officials. Chad's inclusion on the list, however, is leaving some scratching their heads. The United States has a good relationship with the country of Chad and their military has recently worked to fight terrorist groups hand in hand with United States. The administration has been rather quiet on their reasoning for the inclusion of Chad, only saying that the countries listed are those who do not meet the requirements for information sharing and vetting of citizens before

they are granted Visas to enter the United States.

This travel ban, like the two before it, has been partially blocked by two courts in the United States - one in Hawaii and another in Maryland. How these newest legal challenges play out and whether or not this issue will again have a chance of coming before the Supreme Court remains to be seen, but the legal challenges are again based on the notion that the travel ban is a Muslim ban - something the administration denies.

In other immigration news, USCIS (U.S. Citizenship and Immigration Services) has resumed premium processing for those H-1B Visa petitioners who got their 2018 applications in before the cap of 65,000 was met in April. Premium processing of physician's applications under the Conrad 30 program were also resumed. Premium processing was abruptly halted in April as the administration sought to begin an overhaul of the H-1B Visa program, which like the travel bans brought about protest from industry leaders who need the H-1B Visa in order to thrive.

What does all of this immigration news mean to current business owners within the United States? The pool of potential buyers for your business may shrink as

investor Visas and the H-1B continue to remain under attack. If you are a foreign national looking to come to the United States, you should keep an eye on immigration changes, but you should not let the constantly negative news feed discourage you from keeping the U.S. as an option for your business investment. Every attempted change to immigration policy has been met with both legal challenges and swift, vocal disagreement from industry leaders.

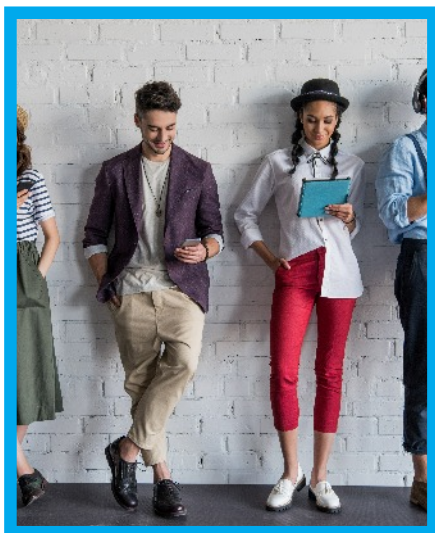
It is important to remember amidst all of the immigration fury that our nation is a nation of immigrants. Our innovation and our success have been driven by immigrant ingenuity and the ingenuity of the children of those immigrants. Our strength comes from our heritage as a place friendly to those seeking the American dream. If we ignore that heritage we simply cannot continue to retain our national strength. Positive immigration reform is the only viable path forward.

Are you a foreign national who is considering a move to the United States, but have questions about what the current political climate means for you? Are you a business owner who would like more information on the pool of foreign national business buyers? Ask us! [Please contact us today and we would be happy to help.](#)

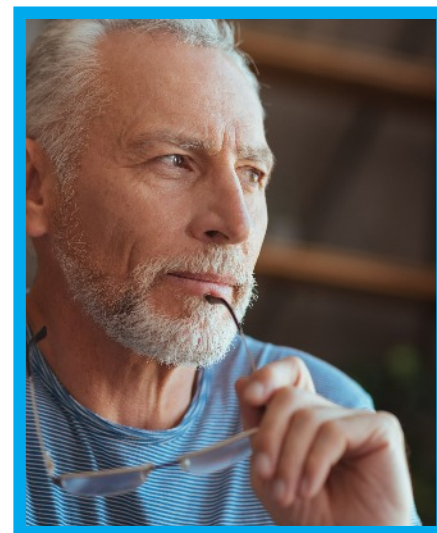
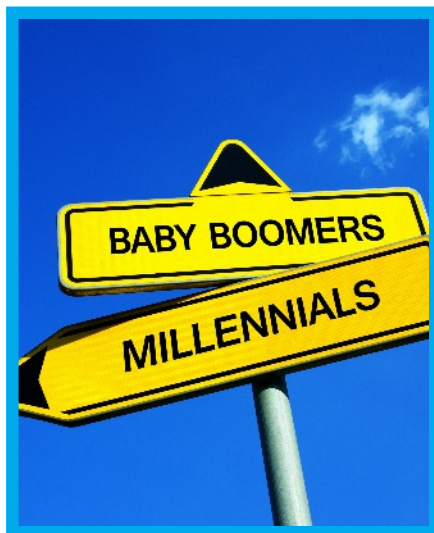


A Demographic Shift - The Changing Face Of Small Business America

By Michael Monnot - www.InfinityBusinessBrokers.com



Most small business owners became owners for the first time in their 40's, and the Millennial generation is quickly approaching that age.



The average age of small business owners is currently over 50. What will happen to their businesses when the greatest generation decides to retire?

Millennials and Baby Boomers. Could two generations be any different? One came of age in the midst of massive cultural change and under the cloud of an unpopular war. The other is the first generation to have helicopter parents and constant access to digital devices. Baby Boomers own a big chunk of the small businesses in this country - [small businesses that make up a staggering 99.7% of all businesses in the United States](http://www.InfinityBusinessBrokers.com). Will the rising tide of soon to be 40-something Millennials fill the small business shoes left by the Baby Boomer generation?

If you look at any small town Main Street, you might think there's no way for traditional brick and mortar businesses to survive - let alone find a Millennial buyer willing to take the risk. We all know brick and mortar businesses are in trouble - the digital economy makes it so easy to get what you need from the comfort of your couch. Entrepreneurship also looks much different to the Millennial generation than it has to generations past. A retail space isn't necessary to make your own way today - small sellers on sites like Etsy, Uber drivers and YouTube stars have been able to turn their work into digital entrepreneurial success.

Does this mean that a Baby Boomer-owned brick and mortar business has no chance of attracting a Millennial buyer? Absolutely not. There will always be a need for service-based, manufacturing/wholesale, medical industry-based businesses and the like. The things a society needs won't change, but the way they access those things will. The brick and mortar businesses that will survive the new digital world will be those who evolve with the digital change.

What does this mean to you if you are a Baby Boomer business owner making plans to retire? The industries and businesses that embrace the shift to a more technology-driven existence will be the businesses that buyers want. Have a brick and mortar retail shop without a website? Get one, today. Incorporate social media marketing. Offer online ordering. Get a blog and use that blog to promote what's new in your business. Set your business up on review sites like Yelp, Angie's List or TripAdvisor and ask your customers to rate you. In short, make changes that will keep your business at the forefront of the digital world.

This doesn't just go for brick and mortar businesses - every business needs to evolve if they want to move forward and grow. Make the changes today that will set your business up for success in the future. That future success is what any buyer, including a Millennial, will want.

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