



2017 Year in Review: Aaron Soury, A Neumann & Associates, LLC

December 19, 2017 - Spotlights

Name & Title: Aaron Soury, Managing Director

Company Name: A Neumann & Associates, LLC

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Who or what contributed to your success in 2017 and why?

Our high success rate of closed business transactions can be attributed to the following: We maintain confidentiality throughout the entire process. The foundation for establishing a fair market price for a business is set by using independent, impartial, and accredited valuation firms. We utilize a comprehensive plan to sell businesses that includes extensive marketing, buyer prequalification, and incorporates the confidentiality and fair market valuation, as noted above. We manage the entire process, from start to finish.

What trends will impact your business in 2018?

Our firm, a M&A and business broker, will see continued growth in 2018 on both the buy and sell sides. On the sell side, the baby boomer generation has worked hard to grow their businesses over the past 30-40 years. They are now looking to retire. On the buy side, we are seeing increased numbers of corporate executives, who are looking to go out on their own and acquire a business.

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